

# THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

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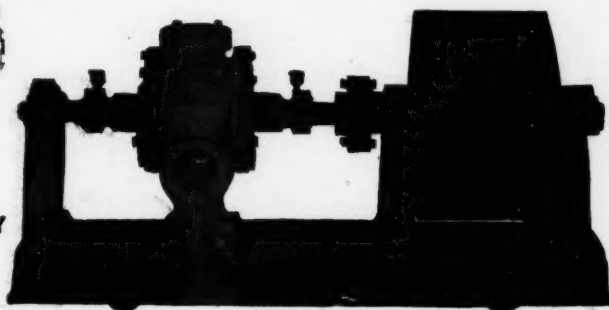
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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

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New York and Chicago, January 18, 1919

No. 3

## HOG PRICE MATTER POSTPONED.

The question of minimum hog prices after February 1 still remains undecided. It was to have been taken up at a meeting at Washington on January 8, but was postponed to a conference to be held at Chicago on January 23. Now it is announced that this meeting will not be held until January 28, which is the date of Hoover's expected return, or possibly even later.

It is reported that the reason for these delays is the unsettled export situation due to Great Britain's sudden cancellation of provision orders. This repudiation of the plan by which the hog market was to be upheld, for the benefit of producers, leaves the Food Administration in a dilemma, since it is morally bound to support the market in view of the packers' action in standing by the agreement to pay not less than 17½¢. for hogs.

Postponement of action on continuing the 17½¢. hog price after February 1, is taken to mean that Mr. Hoover's counsel and guidance in the matter is desired. He has been in conference with British and other allied interests in arranging for foreign food relief, and will come home with the latest information as to the attitude of allied governments, and particularly of the course Great Britain is to take in the matter of living up to its war food agreements.

## FOOD RELIEF BILL IN CONGRESS.

Following an appeal from the President for the immediate passage of the bill granting him the sum of \$100,000,000 for use in relieving famine conditions abroad, the House on Monday passed the bill by a vote of 242 to 73. It then went to the Senate, but met delay in committee, where opposition was expressed on several grounds, including those who feared that meat packers might benefit by the appropriation of this money in the sale of meats and products for relief abroad.

In appealing for the immediate granting of the appropriation the President's message was backed up by that of Peace Commissioner Henry White, who cabled from Paris as follows:

"Feel I should no longer delay laying before you condition which has been gradually forcing itself upon our delegation and which now dominates entire European situation above all else; namely, startling westward advance of Bolshevism. It now completely controls Russia and Poland, and is spreading through Germany.

"Only effective barrier apparently now against it is food relief, as Bolshevism thrives only on starvation and disorder. I consider it, therefore, of the utmost importance that President's request for \$100,000,000 appropriation for relief be granted at once. Im-

possible to inaugurate Peace Conference under proper auspices without previous adequate provisions to cope with situation.

"Aside from the stoppage of Bolshevism, I understand there is in the United States considerable surplus of food accumulated at high prices, maintenance whereof guaranteed our Government or assurance under its auspices, and that it is necessary to dispose of this surplus in order to relieve warehouse and financial facilities, as well as prevent serious fall in price, with radical break in market, which would cost our country more than the appropriation asked for.

"The appropriation is not for the purpose of advancing money to Germany, which will pay on a cash basis for any food sent there. Allies are already furnishing to liberated territories and are disposed to assist otherwise to the extent of their available resources, but most of the food must come from the United States. I cannot too strongly impress upon you the necessity of meeting situation herein described."

## FOOD LICENSE RESTRAINTS OFF.

The United States Food Administration this week announced the rescinding of regulations requiring licenses for many lines of food industry. The Food Control Act still remains in effect, however, and action can be taken under it, whether those affected are licensed or not.

The requirement of license to do business is removed in the case of those handling poultry, meat casings, animal product feeds, tankage, feeds made from peanut, copra, soya bean and like products, peanut and soya meal, etc. Licenses are still required for a wide range of products, however. These include meats and meat products, cottonseed and vegetable oils and products, butter, cheese, eggs, oleomargarine, all animal and vegetable fats and oils, etc. Cold storage warehouses are still under license, also.

## EXPORT BAN OFF BEEF PRODUCTS.

The War Board announce the removal from the Export Conservation List of beef products, as follows: Beef loaf, canned beef, canned corned beef hash, drier beef, fresh or frozen beef, ox tongues and pickled and barreled beef. The above, in addition to those already announced in previous notices, take from the conservation list all commodities originally included under the general heading of beef and beef products.

## WITHDRAW ANIMAL GREASE RULES.

The War Trade Board announce that regulations with regard to the exportation of inedible animal greases have been withdrawn. With the removal of inedible animal greases from the Export Conservation List, all regulations as to the test of such greases have been rescinded.

## HEARINGS ON REGULATING PACKERS.

Hearings before the Senate and House Interstate Commerce Committees at Washington continued during the past week on the subject of legislation proposed for the further regulation of the meat packing industry. No new matter was brought out, the Senate hearings being chiefly interesting because of the appearance of Francis J. Heney of California, ex-investigator for the Federal Trade Commission. In the House Committee hearings packers' witnesses began to be heard.

Before the Senate Committee Mr. Heney took several days to read into the record the reports of the Federal Trade Commission on the big meat packers, as Chairman Colver had done before the House Committee. The difference was in manner rather than matter. While Chairman Colver endeavored to maintain a quasi-judicial attitude, Mr. Heney was sensational and abusive.

He devoted most of his time to a glorification of his own inquisitorial powers, and to derogatory criticism of Herbert Hoover and the Food Administration. His vilification of the meat packers was expected, but his abuse of Mr. Hoover and the Food Administration startled even the members of Congress on the committee.

Mr. Heney took three days to tell how he had rifled the private papers of those he had been engaged to prosecute. He presented "evidence" of the vintage of 1907 to show that a packer had "bribed" a congressman with a steak. He said the Agricultural Department was favorable to the packers and would not regulate them thoroughly, and that the regulation by the Meat Division of the Food Administration was "a joke."

He accused Mr. Hoover of appointing assistants who were paid salaries by the packers during their incumbency of government positions. His testimony was full of charges of bribery and misdoing, but he admitted that no attempt had been made to prosecute those against whom he made these criminal accusations. He was under oath during all his testimony, including his statements derogatory to Mr. Hoover and others.

Previous to Heney's appearance representatives of livestock and farmers' union interests had appeared, making claims of packers' domination of the markets, and asking that the government restrict their activities. The manager of a farmers' co-operative organization admitted that his company dealt in everything "from shoes to sealing wax," but that was all right; when the packers did it, it was wrong.

Walter L. Fisher, attorney for the Market Committee of the American National Live-



stock Association, was a witness before both committees, and made an able and exhaustive presentation of his theories regarding regulation of the packers. He did not favor government ownership or operation of packing plants or business, but he did favor a strict license system, and he believed the government should take over the stock yards and car lines. His testimony was in contrast to that of Heney, who wanted the government to seize and own everything except the primary slaughtering business.

A witness before the House Committee on Thursday was W. R. Sinclair, general manager of Kingan & Company of Indianapolis, independent packers doing a business, as he testified, of \$63,000,000 a year, and owning 15 branch houses throughout the country, and several hundred refrigerator cars. Mr. Sinclair opposed the provisions of the Sims bill, and objected to the government taking over his company's distributive facilities. He asserted that there was live and active competition in the business, both in buying livestock and in selling products, and said his company had no trouble in competing with the so-called big packers. In answer to questions he said he knew of no combinations in the trade of an undesirable character, and expressed confidence in his company's ability to operate independently without harm from larger competitors.

Another witness was Everett Buckingham, general manager of the Omaha Stock Yards Company, whose testimony refuted charges of discrimination in favor of big packers there, and also showed that big packers did not control the stock of that company. He characterized the report of the Federal Trade Commission in regard to his company as "in the main incorrect," and gave details to substantiate his statement. He showed how the Commission had misquoted figures, and gave evidence indicating the open competition on that market, and the equal treatment to all who dealt there.

Before the Senate Committee the testimony of Heney was to be followed by that of McIsaacs and Adams, two of his investigators who rifled the private papers of various packers, and who were put on the stand to tell about it. Packers were to be heard later in the week and during the coming week, before both Committees.

#### HOW PACKERS MET WAR NEEDS.

The important part played by meat packers in the winning of the war has been set forth by J. Ogden Armour in the Christmas issue of *The Breeders' Gazette*. The article tells many interesting details showing what made it possible for this nation to maintain 3,000 miles away "the best fed army in the world." "Man must eat," says Mr. Armour, and then he tells how the industry speeded up and expanded to meet war conditions. He says in part:

"Orders which the government requested us to carry out looked, at first, like physical impossibilities. It didn't seem reasonable to expect they could be met. As compared with them the orders which we had considered previously, as large, paled into utter insignificance. But the packers made up their minds that they either would deliver or die trying.

"Within a matter of days we were shipping unheard of orders, and 'physical impossi-

bilities' were being performed before breakfast every morning. We learned the government had had greater faith in our abilities than we had ourselves—and that the government was right. Orders continued to increase in size and less and less time could be allowed for shipment. Again and again the packers felt that they certainly had reached the limit of their capabilities—only to smash all previous records the next day.

"The packers were already wrestling with large war shipments before the United States entered the conflict. Already producers were raising and shipping tremendous numbers of livestock. The first order of any consequence that was placed with the packers here came from the French Government. It called for about 9,000,000 cans of tinned meat. The first Italian order amounted to about 17,000,000 cans and it was delivered on shipboard within sixty—thirty days sooner than the time allowed.

"When United States forces first embarked we received an order at two o'clock one afternoon for 25 cars of dry salt bacon and at 6 p. m. the 25 cars were on the way.

"Last winter our executives often received sudden telephone requests from Washington for emergency orders requiring rapid production and shipment. One instance will serve. The Chicago packers were asked to ship 240 cars of beef daily for fourteen days, or a total of eight million pounds. That was a staggering order, but the first cars were sent out immediately and we continued shipping at such a rate that we were asked to stop because the seaboard terminals were not adequate to handle the cars.

"Instances illustrative of the expansion made necessary in the feeding of America's fighting forces and those of our Allies might be given ad infinitum. For example, in 1914 our employes, in plant and office in Chicago alone, numbered about 9,000. To-day they number 20,000. Prior to the war, men's wages averaged \$10.50, and women's \$7.00. To-day men average \$24.00 and women \$18.00. Before the war our Chicago plant averaged a daily production in corn beef hash and roast beef of 125,000 tins; to-day it averages a half million.

Mr. Armour closes with this message to the farmers of America:

"It would be the part of wisdom, in my opinion, for farmers to increase their corn acreage this year, even if it results in smaller acreage of wheat. The end of the war makes available great stores of wheat in the Black Sea district, in India and other parts of the world and the drain upon this country will be considerably relieved. But the call for meat and animal fats will be heavier than ever, and the growing of more corn and the feeding of it to live stock is the answer."

#### BUSCH AS A PORK PACKER.

Much interest developed in the meat trade from the announcement in the last issue of *The National Provisioner* of a report from St. Louis that August A. Busch intended to transform a portion of the mammoth Anheuser-Busch brewing plant at St. Louis into a pork packing establishment, and to do it at once. Concerning this enterprise the St. Louis Republic says:

The Bevo Packing Company, capitalized at \$1,000,000, has been organized for this purpose and will be controlled by Busch. The brewing association will control the animal food manufacturing business. News of the plan was confirmed by Robert Helm, secretary-treasurer of the Anheuser-Busch Association.

Busch has been studying the packing business for 10 years, and has experimented to some extent in the business.

He is interested in producing products of superior quality rather than of great quantity. Old-fashioned recipes for curing meats will be used.

The business and selling organization of the

brewing association is already at hand and will be utilized in handling the output from the two new propositions. The company has many business interests throughout the country that have urged Busch to engage in some business that would permit these business relations to retain, since the spread of prohibition has eliminated the brewing interests of the company.

#### NOVEMBER OLEOMARGARINE OUTPUT.

Official Government reports of the output of oleomargarine for the month of November, as shown by revenue stamp sales, indicate that the production for that month was 415,171 pounds colored and 32,877,328 pounds uncolored, or a total of 33,292,499 pounds. This was thirteen million pounds less than the record-breaking production for the preceding month, and three million pounds more than the same month last year. Official Government figures, based on stamp sales, showing oleomargarine production in the United States for the past year, are:

	Pounds.
November, 1917 .....	30,567,861
December .....	34,217,756
January, 1918 .....	31,370,525
February .....	39,394,468
March .....	32,737,427
April .....	20,745,393
May .....	25,675,446
June .....	16,588,713
July .....	18,153,084
August .....	19,441,658
September .....	29,753,466
October .....	46,917,615
November .....	33,292,499

#### DECEMBER OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of December, 1918, was 18,729,619 pounds uncolored and 212,964 pounds colored, a total of 18,942,583 pounds. This was nearly half a million pounds more than the preceding month. Compared to a year ago, it was nearly two million pounds more. Renovated butter production in the Chicago district in December totaled 628,816 pounds.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
December, 1917 .....	17,156,959
January, 1918 .....	18,355,165
February .....	20,315,955
March .....	17,128,288
April .....	12,777,094
May .....	13,920,829
June .....	11,298,221
July .....	11,191,912
August .....	10,848,902
September .....	15,464,869
October .....	23,393,994
November .....	18,533,070
December .....	18,942,583

#### ROBERTS & OAKE BUY BRITAIN

It is reported that the pork packing plant of Britain & Company at Marshalltown, Iowa, has been purchased by Roberts & Oake, Inc., of Chicago, and will be put in operation at once. The plant has been shut down for some time, this formerly active packing concern having gone out of business. The property includes the plant buildings and over 13 acres of land.



## LOWEST PROFITS IN BIGGEST BUSINESS YEAR

### Armour Report Shows Effects of Livestock and Labor Costs

The annual financial report of Armour & Company, made public during the past week, indicates the effect of high material and operating costs on packers' profits. In spite of the fact that Armour & Company did the biggest business in their history—their sales aggregating nearly \$900,000,000—profit margins were the narrowest in their history, amounting to but 1.8 cents per dollar of sales.

The net income for the year was \$15,416,973.13, representing a return of 14.7 per cent on common stock, after making provision for dividends on preferred stock. Excepting \$2,000,000, which constituted the dividend paid to common stockholders, the year's earnings were reinvested in the business.

On the average net capital invested in all lines, the profits represented a return of 9 per cent. The income from the meat food business—limited by the Government to 9 per cent—fell way below that figure to about half what was authorized. The net profit on total volume of business, including everything sold by the firm, amounted to 1.8 cents on each dollar of sales.

In explanation of high prices, Mr. Armour stated that his company paid out to live stock producers \$100,000,000 more than the same weight would have cost in 1917. His statement follows:

#### Statement of J. Ogden Armour.

To the Stockholders of Armour & Co.:

Record high prices for meat produced record low profits for the fiscal year 1918. Though the volume of business represented a tremendous increase over 1917 (approximately 50 per cent), the abnormally high prices of all commodities we used, and consequently of the products we sold, so impaired commercial conditions that our profit margins were reduced almost to the vanishing point. Labor costs, taxes and other outlays were so heavy that in the year of our greatest commercial activity our profits were less, per dollar of sales, than at any time in our history.

Our gross volume of sales in this country, both domestic and for export, was \$861,000,000 compared with \$575,000,000 in 1917. In spite of this increase our net profit was but 1.8 cents on each dollar of sales, as compared with 3.7 cents in 1917. Our net income for the period (fifty-three weeks), was \$15,247,837.53, at the rate of 9 per cent on our average net capital invested, and 14.7 per cent on our common stock (after provisions for dividends on preferred). Two million dollars, or only 2 per cent, has been paid out in dividends on the common stock, we being compelled to reinvest the balance, over thirteen million dollars, in the business to meet the ever increasing demand for additional facilities; this in addition to the \$60,000,000 which we borrowed on our convertible debentures.

#### Increased Cost of Labor and Material.

Our profit account shows that we, along with the consumer, have suffered because of high prices. Our business is predicated on a rapid turnover of a big tonnage at a small margin of profit, and high prices are not conducive to quick turnover.

We are helpless in the matter of reducing prices. They are high because of the heights to which live stock and labor have gone. Our labor costs last year were \$20,000,000 more than the preceding year. The same number of pounds of live stock cost us in 1918 one hundred million dollars more than in 1917.

The United States Government, through the agency of the Food Administration, compels us to pay a minimum of \$17.50 per hundred pounds, live weight, for hogs, which cannot, at that figure, produce cheap bacon, pork and

other hog products; and cattle at \$16 or more per hundred pounds on the hoof cannot produce cheap beef. Stock raisers assert that such prices are necessary to pay them for the increased cost of production, and we realize the need for prices which will encourage continued agricultural effort. While the extraordinary demand from Europe continues there is little prospect of lower prices.

The United States Government, through the Food Administration, formulated on November 1, 1917, regulations limiting our profits in a more drastic manner than was prescribed for any other industry. Thus our profits were limited to 2.5 per cent on our volume, and 9 per cent per annum on the capital invested in the meat producing lines. We were able to earn only a very small fraction of the amount allowed on volume, and only about one-half of the authorized return on invested capital.

#### Helped to Win the War.

We are more than recompensed for the greatly lessened profits by the satisfaction which comes from the knowledge that our company was a factor in winning the war. Our ability to meet the tremendous food demands of the fighting millions in Europe, an ability made possible only by the magnitude, the scope and the efficiency of our organization, was of inestimable value to the United States and to the Allies.

During the year we delivered to our Government and to its European associates food products of a value of \$241,000,000 from our plants in this country alone. We sent forth thousands of tons of food and got back a minimum of complaint, and not a word of criticism as to the efficiency of our service.

Our more than sixty thousand employees are entitled to a large measure of credit for the accomplishments of the year, for without their loyalty and ungrudging co-operation it would have been impossible to have delivered the food which meant victory.

To meet war requirements we had to greatly increase our investment. This increase in 1918 amounted to approximately \$90,000,000, of which \$20,000,000 was for additional plant facilities and capital assets, and \$70,000,000 in increased inventories and outstanding accounts. To finance this expansion, the company in June sold \$60,000,000 of 6 per cent debentures, maturing one-sixth each year, 1919 to 1924, inclusive, and convertible into the company's new 7 per cent preferred stock, thus offering to the public an opportunity to participate in the management and profits of our business. Approximately \$7,000,000 of debentures have already been converted, and some 2,400 additional persons have thus become stockholders in Armour & Company.

It has been necessary for our foreign corporations to retain all of their own earnings in order to assist in financing their own development.

#### Need of Packers as Marketing Machine.

Despite the handicaps of the year—traffic congestion, fuel and labor shortage, scarcity of coal, tin and other supplementary supplies, and the difficulties incident to abnormal forcing of the capacity of our plants—our company retains its effectiveness and complete ability to perform its economic and industrial functions.

It is of the greatest importance to the producers and the consumers of this nation that we exist as a marketing machine. The wealth of the soil is valueless until it is taken to the consumer in shape for use, and our company is a machine for the development of markets. In a country as vast as ours, national distribution and market development is essential, and only a national organization can efficiently do the work. As our country grows our company will have to expand, for only by so doing can we adequately meet the purpose and necessities for which we exist.

During the past year we have operated under the rules and regulations prescribed by the U. S. Food Administration and we have faithfully met their every requirement.

#### Financial Statement of the Company.

For the fiscal year ending November 2, 1918, the company's income account is given as follows:

From manufacture and sales and other income, after deducting all expenses incidental to operations, including those for administrative expense, taxes, insurance, repairs, depreciation, and an estimated reserve for federal income and excess profits taxes, but not including interest on bonds and borrowed money .....	\$26,128,610.63
Less Interest on:	
Bonds .....	\$2,286,986.30
Debentures .....	1,203,562.87
Current loans .....	7,178,223.93
	10,668,773.10
	\$15,459,837.53

Less contribution to pension fund .....	212,000.00
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Net income .....

The balance sheet shows the following:

#### Assets.

Capital Assets:	
Land, building, machinery, etc.	\$70,734,591.98
Refrigerator and other Cars ..	5,950,874.74
Car trust agreement .....	4,148,416.00
Investments in allied companies .....	43,061,671.42

Total Capital Assets .....

#### Current Assets.

Inventories of product, material and supplies .....	\$150,380,067.98
Marketable investments and Liberty Bonds .....	14,205,872.70
Bills receivable .....	9,953,434.54
Accounts receivable .....	\$1,099,658.49
Cash on hand and in banks ..	24,751,771.64

Total Current Assets .....

Grand total .....

#### Liabilities.

Current Liabilities:	
Bills payable .....	\$90,136,091.23
Accounts payable .....	25,442,008.65

Total Current Liabilities .....

#### Reserves:

For bond and debenture interest, etc. ....	\$2,541,460.23
For income and excess profits taxes .....	6,800,000.00

Total Reserves .....

#### Capital Liabilities:

Bonds .....	\$50,000,000.00
Debentures .....	56,274,600.00
Capital stock preferred .....	3,725,400.00
Capital stock common .....	100,000,000.00
Surplus .....	69,366,799.38

Net Capital Investment .....

Grand total .....

#### RELEASE CONTROL OVER HIDES, ETC.

The War Trade Board announce that the supervision heretofore exercised by the War Trade Board through the Tanners' Council of the United States of America, Inc., over the importation of all hides and skins, except woolled or haired sheepskins and woolled or haired lambskins, all materials for tanning or dressing leather and all substances from which tanning materials can be extracted, and all imported finished leathers, has been discontinued. Import licenses will now be issued without the provision that the bill of lading be indorsed to the Tanners' Council.

## PRACTICAL POINTS FOR THE TRADE

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

### DRY SALT CURE FOR BACON.

A subscriber in the Northwestern part of Canada writes as follows:

Editor The National Provisioner:

Will you kindly give us the best method of dry salt curing breakfast bacon?

There are several methods of "dry" curing bacon, depending upon what trade the product is intended for. We presume you mean American style fancy breakfast bacon. This method is effected in wooden receptacles, preferably made of Douglas fir or poplar. It is not necessary to line these boxes with heavy tin, although it is done, and at considerable expense now. Such boxes must be kept clean and sweet all the time—not part of the time—as also should the room in which the curing is done. Destructive bacteria loves filth, dirt, foul air, etc.

The idea is to produce a bacon that only needs washing, smoking and cooking. There should be no soaking, either before smoking or before cooking. Remember that! Some of our leading packers emphasize this anti-soaking proposition in their advertisements, you will notice. And rightfully so. Soaking spoils properly cured bacon.

Now here is one cure. On putting the bacon down use 8 per cent. of the following mixture: 65 per cent. good salt, 35 per cent. best granulated sugar, and sprinkle per 100 pounds of bellies about 4 ounces pulverized saltpeter. It is not necessary to turn this bacon, or any bacon in a "fancy" cure.

Curers use different percentages of salt, sugar and saltpeter; the latter, however, being merely used for color rather than as a preservative. Pack the bacon in uniform

sizes tight, excluding all the air possible. Cover each piece of bacon uniformly with the curing mixture. It costs no more to do a thing right.

### RECIPE FOR HOLSTEINER SAUSAGE.

A reader in New England writes for the following information:

Editor The National Provisioner:

Can you give me directions for making what used to be known as Holsteiner sausage?

This sausage is made up of lean beef, lean pork and shoulder fat as follows: Beef trimmings, 30 per cent; beef cheek meat, 7 per cent; pork trimmings, 25 per cent; pork cheek meat, 15 per cent; pickled pork trimmings, 10 per cent; and about 13 per cent pork shoulder fat. This may be varied to 10 per cent fat and the balance half beef and half pork.

The meat for this sausage is chopped coarse; first the beef trimmings, beef and pork cheek meat, then the diced fat is added, and the chopping continued several minutes, adding the seasoning meanwhile; then add the pork trimmings and chop the whole about a quarter of an hour. Mix thoroughly and then spread 9 inches deep in the cooler at 38 deg. to 40 deg. Fahr. for forty-eight to seventy-two hours; then stuff tight into beef rounds.

Smoke 8 to 10 hours in a temperature of about 65 deg. Fahr. It is then hung in the drying room under same conditions as any dry sausage, to avoid sliming. Fairly dry air is necessary and dampness is to be avoided, hence the drying rooms may vary from 45 to 55 degrees Fahr. Properly handled, this sausage will be ready for shipment in about a month, and fairly dry.

Use per hundred pounds of meat the following seasoning: Three pounds of fine salt; one-quarter pound saltpeter, pulverized; half pound granulated sugar; nine ounces of ground white pepper. Use no water. Mix

meats and seasoning thoroughly. Stuff in casings tight, no air being admitted. Avoid overheating in the smokehouse. Dry at as even a temperature as possible, using and circulating cool, dry, fresh air.

### UNEMPLOYMENT OF COMMON LABOR.

Unemployment of common labor now exists in twelve States as against seven a week ago, according to the National Council of Defense. "The situation as to common labor has materially changed since the armistice was signed," says the Council. "Instead of there being a shortage of labor throughout the country, there is unemployment of common labor in twelve States as against unemployment in seven States one week ago.

"The twelve States in which there is a surplus of labor are California, Colorado, Idaho, Illinois, Indiana, Iowa, Missouri, Montana, Nebraska, North Dakota, Oregon and Utah. The country's surpluses in all labor seem to follow a belt across country from Connecticut to Minnesota.

"The area of unemployment is increasing and it is probable that the danger point will be reached within thirty days. For that reason the Secretary of labor requests that all State, county and community councils of defense bend every effort toward finding or creating necessary employment during the transition period."

### DECEMBER LIVE STOCK RECEIPTS

Increased receipts of cattle, hogs, and sheep at 40 markets during December, 1918, compared with receipts at the same markets in December, 1917, are shown by a report just issued by the Bureau of Markets, United States Department of Agriculture. December receipts for both years, with 1918 figures first were: Cattle, 1,909,093, 1,855,008; hogs, 5,012,762, 3,695,555; and sheep, 1,450,645, 1,437,596.

## Nineteen and Nineteen

Four years of Hell is ended, and we are on the threshold of a new era of great promise. No doubt the final deciding factor in the great struggle was our own United States. However that may be, America today has the respect of every country on the globe, friend or foe.

This respect has been gained not through might or secret political chicanery, but rather through acknowledging a duty to the cause of Justice and Truth and an indomitable will to carry on at any cost of life or resources.

With the opening of the new era American Commerce is welcome at every port of the seven seas. Our shipyards are launching the best fleet of merchant ships intelligent labor and engineering can build, to carry that commerce to those ports; and our Navy, soon to be second to none, will insure that fleet and commerce the continued freedom of the seas.

But what quality of products shall our magnificent merchant marine carry over seas? Will the Merchandise in her hold command the same respect as the Flag on her mast? Will the universal respect won on the battlefield be lost in the market? Will our invincible Navy be proud of the products she protects? Will truth and justice, honest values, prevail? If you manufacture something that can be sold in another country you will partly answer.

Swenson evaporators are found in many foreign countries, and many repeat orders come from those countries. —Swensons are giving honest service and the products our evaporators produce are the highest in quality. Swensons are the choice of the men who operate them as well as the engineering and cost departments, whether in America or overseas.

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# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association

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## MEAT PRICES AND PROFITS

To make a success of his business the meat packer—be he large or small—must turn over his perishable product rapidly, and must depend on a large volume of business at a small margin of profit. This has been stated so often that it is ultra-bromidie, and yet the critics of the industry persist in misleading the public mind by quoting high meat prices and volume of packers' transactions as evidence of commercial misdoing.

For example, we are again hearing what we have heard so often, about "packers boosting meat prices" for "profiteering" purposes. Meat prices are unquestionably high. But these critics forget that everything else is high also.

They do not know, perhaps, that one meat packer alone paid \$227,000,000 more for livestock last year than the year before, and that another packer's meat animals cost him \$100,000,000 in excess of the previous year, both figures representing the same number of pounds as the year before. At the same time

labor costs in the packinghouse—that is, wages alone—increased on an average of 40 per cent.

These are but two items in the operation, raw material and labor cost. Manufacturing expense, aside from labor, refrigeration, distributing expense, etc., all increased in proportion under war conditions. What was true of the large packer, with his enormous volume to help him out, was equally true of the smaller packer, whose situation was possibly even more difficult.

And yet all the newspaper critics see, and all they tell the public about, is the high price of meats to the consumer. And they assume these high prices to be evidence in themselves of fraud and extortion. The packer is the target.

Nothing is said about the fact that the farmer, the livestock raiser, is receiving from 22 to 35 per cent more for his product than the year before, and infinitely more than in the years previous to the war. They do not remind the public that the government has been enforcing the payment of these higher prices to farmers, while it has been enforcing in a like manner a limitation of meat packers' profits. They do not specify the 40 per cent increase in wages to packinghouse employees, or the even greater wage increases to those—especially the railroad and other union labor workers—who handle the meat from the farm to the retail store.

All these increases were to be expected, under existing conditions. Nobody begrudges the farmer his 22 to 35 per cent price boost; it was to encourage production. Nobody wants to deprive the worker, anywhere from the farm to the retail shop, his increased wage; he needs it to live on, meat isn't the only thing that is high in price! These things are never mentioned. But high meat prices are "played up," and the blame is put on the meat packer.

It would be interesting to have one of these critics work out the result of an arbitrary reduction in meat prices to the level he thought proper. Suppose we did go back to the days of 5-cent cattle and 4-cent hogs. What would happen to the producer, now getting 20 cents for his steers and a minimum of 17½ cents for his hogs? What would happen to the income of the worker, all the way from the farm to the retail counter? What good would so-called "cheap meat" do him?

The facts revealed in the government-audited accounts of those packers who come under government regulation cannot be ignored. Packers in a position to make more money than any of their competitors, possibly, show the lowest profit margins on the biggest business ever done in the history of the industry.

The fact that a big packer sold nearly or quite a billion dollars' worth of goods last year does not necessarily prove him a "profiteer." The fact that a little packer charged his customer the highest prices ever known for meats does not prove him a robber, any more than it does the farmer who got 20 cents for his cattle and almost as much for his hogs.

## STILL BUSY ON THE JOB

Partial demobilization of the Food Administration, and the withdrawal of many of its rules and regulations have given the impression in some quarters that all its activities have ceased or are shortly to cease. This is not the case.

"The act imposes upon the Food Administration certain obligations which continue until Presidential proclamation releases it from the terms of the act, and particularly the obligation to curb profiteering and speculation in licensed food products," says the Administration in a statement. "This function must continue to be performed, and there is no intention of relaxing in this direction."

It has been possible, now that peace is assured, to cancel many requirements for reports and many of the details of the regulations, but the profit margins and rules have been for the most part retained, and will be enforced by revocation of licenses and other appropriate penalties. It is expected that it will be possible from time to time to remove certain commodities from the license list, but this will be limited to commodities which do not seem likely to be subject to possibility of speculation and profiteering.

It is evident that the authorities intend to keep on the trail of the "profiteer" as keenly as ever, and as long as they have the authority to do so. Those who may feel inclined to resume their former reprehensible practices should take due notice accordingly, and "watch their step!"

## IT MAKES A DIFFERENCE.

In all the discussion over regulation of the meat packing industry, it is noticeable that advocates of regulating the packers "fight shy" of all talk about government ownership, or even government operation. They take pains to disclaim any intention of advocating such a policy.

It is possible that the recent experience of the country with government operation of railroads, and especially of telephones and telegraphs, has something to do with this attitude. The average elective public servant keeps one ear fairly close to the ground, and the rumblings he has heard, due to increasingly bad service in government-operated public utilities, has caused him to steer his course very cautiously on this subject.



## TRADE GLEANINGS

The City of Asheville, N. C., is considering the establishment of an abattoir.

The Rapid City Packing Co., Rapid City, So. Dak., declared a dividend of 8 per cent. this year.

The Arizona Cattle & Sheep Co., Dover, Dela., has been incorporated with a capital stock of \$3,000,000.

Excavations have been made for a fertilizer plant at North Truro, Mass., for the East Harbor Fertilizer Co.

T. C. Collins, E. E. Collins and others have incorporated the Central Stock Yards, Memphis, Tenn., with a capital stock of \$10,000.

The Planters' Cotton Oil Co., at Dothan, Ala., is considering the installation of machinery for the manufacture of peanut butter.

Articles of incorporation for the Bramwell Manufacturing Co., St. Paul, Minn., have been filed. It is capitalized at \$100,000 and will make soap, cleansers, etc.

H. W. Schmidt Co., Hoboken, N. J., to deal in meats, has been incorporated with a capital stock of \$25,000 by Herman W. Schmidt, Valentine Goehs and A. S. Schmidt.

Seger & Co., Buffalo, N. Y., to deal in meats and live stock, incorporated with a capital

stock of \$6,000 by G. Voelker, R. H. C. Schieffer and J. G. Seger, all of Buffalo.

Lucas & Rucker Bros., Inc., Swansea, Lexington Co., S. C. to deal in live stock, etc., has been incorporated with a capital stock of \$5,000 by J. J. Lucas and C. R. Rucker.

The organization of a company with a capital stock of \$20,000 is contemplated by Eldon Davis of Los Angeles, Calif., for the purpose of establishing a packing plant at Miami, Okla.

The Nut Butter Company of 416 Fourth Street, Harrison, N. J., has been incorporated with a capital stock of \$10,000 by Joseph Cleary, Harry Bloom and C. L. Mandelbaum of New York, N. Y.

Growers Land & Livestock Corp., Tampa, Fla., has been increased with a capital stock of \$100,000 with J. H. Ross as president; J. H. Sudler and Charles P. Hale, vice presidents; W. E. Miller, secretary and C. E. Stewart, Jr., treasurer.

The Eckert Packing Company, Henderson, Ky., has been incorporated with Judge H. H. Farmer as president, Frank Eckert as general manager, and Chambers Farmer as secretary and treasurer. The Farmers have bought an interest in the company, and their banking connection will give the concern added strength.

### BRECHT HOG SCRAPER ENDORSED

The Brecht Company, manufacturers of the Brecht Hog Scraper, which is used in so many plants throughout the country, have received from Howard R. Smith, president of the Jones & Lamb Company of Baltimore, Md., a particularly complimentary letter concerning the operation of the scraper installed by them in his new plant at Baltimore. He says:

"I beg to inform you the Brecht hog scraper recently installed for us is doing good and satisfactory work, and we hereby accept same. We had a little trouble when we started to operate this machine, which we now find was due to inexperienced help in operating, and it was not the fault of the machine."

He recommends the Brecht hog scraper to any packer contemplating buying a machine, and from an economical operation standpoint, he does not think it can be equaled, especially regarding the upkeep of beaters.

### SOUTH AMERICAN OIL BUSINESS.

Mr. Walter M. Auerbach, who has been investigating conditions for the past eight months in South America, has been appointed manager of the South American department of the E. S. Kuh & Valk Co.

## HAMMOND STANDISH & COMPANY Beef and Pork Packers

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Waiting for the Hog Price—Markets Unsettled—Fluctuations Sharp—Feeling Nervous—Apprehension of Lower Quotations.

The feeling in the provision market during the past week has been one of distinct nervousness with irregular movement of values, and sharp changes in price, as the conflicting reports came forth regarding the attitude of the foreign Governments as to the demand for products, and also the conflicting reports as to the policy which would be adopted on the 23rd inst., when the Hog Committee meets, regarding the new price for hogs. The statement which was current and had a good deal of influence on the market, was that the English Government had flatly refused to take any more product at the prices named, at least for the time being, and that the whole situation as to the future depended a great deal on what could be done regarding the merchandizing of the surplus product on the other side.

The attitude of the English was ascribed to the fact that at the end of the armistice it was found that the supplies of the Allies, as well as those of the American Expeditionary Force were large for the demand in sight. The American Expeditionary Force had, it was believed, at least three months', if not a larger, supply of all kinds of provisions on hand, and the Allies had at least as large, if not larger, stock, although of course there was a constant stream of product running in order to keep up the supplies. When the armistice was signed and the whole situation was changed, there was no necessity of keeping up more than normal stocks, and there was an immediate demand to release the supplies on hand and give plenty of food for the peoples in all the Allied countries. The normal stock in peace times is, of course, just sufficient to tide against an emergency condition as to any interruption of traffic, and by no means were stocks kept on hand such as were seen on account of the submarine activities, and consequent fear of interruption of movement of all kinds of food-stuffs to western Europe.

The releasing of these stocks meant that the tendency of supplies on the other side

would be toward those of normal peace time conditions, and this release of stocks means just so much falling off in demand from America; it does not necessarily mean that the consumption on the other side is decreased, but on the other hand, that it will probably be increased, as there is disposition to release a normal amount of foodstuffs, and give the people an ordinary peace time food supply.

This condition has developed to such an extent that England, it is claimed, has not been able to ship the product and has been putting it in store in this country, in order to await the reduction of stocks on the other side. While it was stated that the Food Administration would immediately give orders for 300,000,000 lbs. of meat and 45,000,000 lbs. of lard for February, still there was a feeling of distinct uncertainty as to whether these orders might be continued, and whether there had been sufficient sales on the other side to warrant the placing of such orders. While it is evident that France and Italy will want a great deal of product, and that neutral countries will want a large amount, there is uncertainty as to how much will be needed to feed the released countries, and how much will be shipped to the Teutonic countries. Some definite program is needed, in order to re-assure the markets on this side. The feeling is that with the immense movement of hogs, and the tendency to rush hogs to market on account of the uncertainty as to price, there will be a flood of hogs moved to market, unless there is some certainty as to what the hog prices in the future will be.

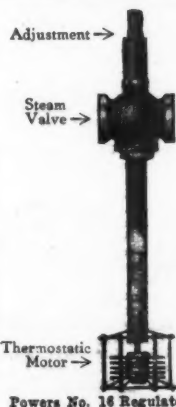
It is a fact that the movement of hogs so far this season has taken care of quite a large amount of the surplus of hogs, and that the exports have taken care of the increased product made. Yet it is true that there is no let up in the interior movement of hogs, and that with the lower prices for corn there is every indication in the normal market situation for lower prices, while any pause in the demand would mean a piling up of stocks which could not be merchandized. This situation is such as to have a direct bearing on all markets. The minute hog prices should be de-stabilized it would be immediately reflected in the price of meats of all kinds, affecting the price of beef, etc., while there would also be a distinct influence

on the price of lard, and through lard into the price of compound lard and cottonseed oil. The two big items—cottonseed and cottonseed oil, and hogs and hog products—stand out by themselves, different from any other condition in the provision market. While nearly everything else has declined sharply since the signing of the armistice, prices have been maintained on these articles and as a result, particularly in fats, lard and cottonseed oil stand in a conspicuous way. If enough orders can be obtained from the other side to take care of the surplus and prevent an accumulation, it will develop one phase of the case, but with two months gone since the signing of the armistice there is no evidence of any big increase in the orders, and this is naturally having a direct influence on the feeling regarding the market.

Another factor which is of very distinct importance is the agitation in the country and the general feeling that with the war over there should be a readjustment as soon as possible toward a more normal level of food values and of living costs. The situation in some sections is becoming quite acute, and the feeling is spreading that lower costs are necessary, particularly if there should be any surplus of labor, as at the living costs any such surplus and unemployment would be a serious economic factor to be considered. Another thing is that if the living costs keep up, there will be no possibility of getting down the costs of manufacture through any concessions in wages, and this will mean a backing up of economic activity, and be reflected all through the list.

The movement of hogs has again been heavy, and with the apprehension prevailing as to the situation in hogs, and what will be the forthcoming prices, there is a greater than usual rush in order to move the hogs to market. This apprehension has been reflected not only in the movement of hogs, but of food stuffs. Corn has declined heavily, influenced by the fear that lower prices for hogs would mean less demand for corn, and also lower prices for all kinds of feed-stuffs. Another factor which has been discussed to some extent has been the releasing of a considerable quantity of butter at Chicago by the Army Department, reflecting the fact that the supplies of material bought by the Government were in excess of the current

(Continued on page 23.)



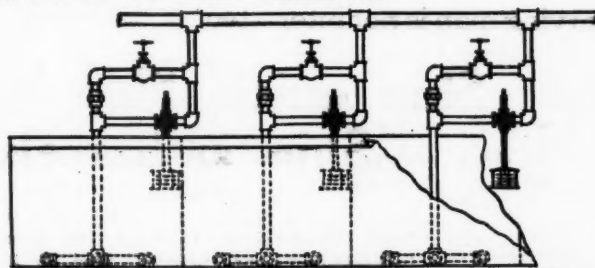
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The world looks to America for food. This country alone must meet the emergency or the toll from starvation will be appalling.

It is no time to waste time or money by packing food in small fancy containers. A starving man is not interested

in pretty pictures or fancy wrappers—he wants the stuff that's inside. It must reach him in time, it must be clean and wholesome, and must be there in bulk.

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A. M. Welti & Bro.  
Cleveland, Ohio



# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The market for tallow has again been very weak. Sales have been reported within the past few days at 10c per lb. for city specials, with the market unsettled in tone, even at the decline. Reports from the west have indicated low prices for tallows at the interior markets, and competing fats have also been very unsettled. Greases have been weak, and under pressure, while there has been a further sharp decline in soya-bean oil. The position of the market is such that buyers are extremely cautious and conservative, and are afraid to buy excepting to meet requirements, being uncertain as to what the future developments will be as to the general prices for fats. If cottonseed should be de-stabilized and the price of hogs unfixed, it would have a most decided bearing on the prices of cottonseed oil and the price of lard, which would be reflected through the entire list of oils and fats, and possibly cause further disturbance in values. Quotations for prime city tallow in the local market are 9½c normal with city specials at 10c.

**OLEO-STEARINE.**—The market for stearine has also been unsettled, with prices influenced by the declining price tendency of articles generally in the provision line. Demand has been slow, and with uncertainty as to the forward situation in compound lard there has been but very little inquiry for stearine in this direction, and with the declining price in tallow, there has been a disposition to make concessions in values. Oleo was quoted at 16c.

**OLEO OIL.**—The market continues very dull and prices are nominal. Extras are quoted at 32@33c, according to quality.

**NEATSFOOT OIL.**—The market is dull and heavy with other oils. Prices are quoted 20 cold test, \$2.90@3.00; 30 degrees at \$2.55 @2.65, and prime, \$2.15@2.25.

**GREASE.**—Prices have again declined with the tone weak and demand small. Yellow, 8@9c; bone,—; house, 9@9½c; brown,—.

woolen market, and the cancellation of orders throughout the entire list of supplies is a factor which must be taken into consideration. Cancellation of orders for and selling of surplus supplies of edible products are having a direct bearing on all food-stuffs, and as long as this situation continues, there will be a feeling of uncertainty as to what the future will bring forth.

**BEEF.**—The market is very quiet with prices about normal. Mess \$35@36; packet, \$37@38; family, \$40@42; East India, \$63@64.

**LARD.**—The market is dull and shady, waiting the developments in connection with the fixing of the Feb. hog price. Quoted: City, 23½c; Continental, \$28.50; South American, \$28.65; Brazilian kegs, \$29.65; compounds, 23@24½c.

**PORK.**—The market has again been very quiet. Quoted: Mess, \$51; clear, \$46@51, and family, \$53@55.

SEE PAGE 29 FOR LATER MARKETS.

### EXPORTS OF PROVISIONS

Exports of provisions from the Atlantic and Gulf ports for the week ending January 11, 1919, are reported as follows:

To—	PORK, BBLs.		From
	Week Ended Jan. 11, 1919.	Week Ended Jan. 12, 1919.	
United Kingdom—	.....	.....	100
So. & Cen. Am. ....	727	.....	2,596
West Indies ....	642	.....	3,160
Br. No. Am. Col. ....	2,225	.....	2,982
Other Countries..	.....	.....	12
Total .....	3,594	.....	8,850

BACON AND HAMS, LBS.		
United Kingdom..	8,408,000	1,023,000
Continent .....	27,637,000	1,349,000
So. & Cen. Am. ....	202,000	.....
West Indies ....	550,000	.....
Br. No. Am. Col. ....	50,000	.....
Other Countries..	.....	.....
Total .....	36,852,000	2,372,000

LARD, LBS.		
United Kingdom..	3,221,000	.....
Continent .....	3,751,000	230,000
So. & Cen. Am. ....	895,000	.....
West Indies ....	662,000	.....
Br. No. Am. Col. ....	49,000	.....
Other Countries..	.....	.....
Total .....	8,609,000	230,000

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York .....	3,414	36,852,000	8,474,000
New Orleans ....	180	.....	135,000
Total week ..	3,594	36,852,000	8,609,000
Previous week ..	125	17,428,000	9,893,000
Two weeks ago..	225	18,956,000	2,066,000
Cor. week, 1918..	.....	2,372,000	230,000

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, '18, to Jan. 11, '19.	Same time last year.	Increase.
Pork, lbs. ....	1,770,000	844,000	926,000
Bacon and Hams, lbs. ....	171,075,000	103,000,000	68,075,000
Lard, lbs. ....	61,081,000	36,166,000	24,915,000

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, January 16, 1919.—Quotations on green and sweet pickled meats, f.o.b. Chicago, loose, are as follows:

Regular hams—Green: 8@10 lbs. ave., 25½c.; 10@12 lbs. ave., 25½c.; 12@14 lbs. ave., 25½c.; 14@16 lbs. ave., 25c.; 16@18 lbs. ave., 25c.; 18@20 lbs. ave., 25c. Sweet pickled, 8@10 lbs. ave., 28½c.; 10@12 lbs. ave., 28½c.; 12@14 lbs. ave., 28c.; 14@16 lbs. ave., 27¾c.; 16@18 lbs. ave., 27¾c.; 18@20 lbs. ave., 27¾c.

Skinless Hams—Green: 14@16 lbs. ave., 27½c.; 16@18 lbs. ave., 27½c.; 18@20 lbs. ave., 27½c.; 20@22 lbs. ave., 27½c.; 22@24 lbs. ave., 27c. Sweet pickled: 14@16 lbs. ave., 29½c.; 16@18 lbs. ave., 29½c.; 18@20 lbs. ave., 29½c.; 20@22 lbs. ave., 29c.; 22@24 lbs. ave., 28¾c.

Picnic Hams—Green: 4@6 lbs. ave., 21c.; 6@8 lbs. ave., 20½c.; 8@10 lbs. ave., 20c.; 10@12 lbs. ave., 19¾c. Sweet pickled: 4@6 lbs. ave., 21½c.; 6@8 lbs. ave., 21c.; 8@10 lbs. ave., 20¾c.; 10@12 lbs. ave., 20½c.

Clear Bellies—Green: 6@8 lbs. ave., 34c.; 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 31c.; 14@16 lbs. ave., 30c. Sweet pickled: 6@8 lbs. ave., 33c.; 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29c.

### PORK CUTS AT NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, January 16, 1919.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 35@36c.; green hams, 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 29c.; 12@14 lbs. ave., 29c.; 14@16 lbs. ave., 29c.; 18@20 lbs. ave., 29c.; green clear bellies, 8@10 lbs. ave., 36c.; 10@12 lbs. ave., 35c.; 12@14 lbs. ave., 35c.; green rib bellies, 10@12 lbs. ave., 33c.; 12@14 lbs. ave., 32c.; S. P. clear bellies, 6@8 lbs. ave., 33c.; 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 33c.; 12@14 lbs. ave., 32c.; S. P. hams, 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 32c.; 18@20 lbs. ave., 33c.; city steam lard, 23¾c. nom.; city dressed hogs, 24¾c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29c.; skinned shoulders, 25c.; boneless butts, 31c.; Boston butts, 28c.; lean trimmings, 18c.; regular trimmings, 15c.; spare ribs, 19c.; neck ribs, 8c.; kidneys, 10c.; tails, 15c.; snouts, 8c.; livers, 2c.; pig tongues, 18c.

SEE PAGE 29 FOR LATER MARKETS.

### PROVISION MARKET SITUATION.

(Continued from page 21.)

requirements, but at the time they were bought the whole plan was to have enough supplies provided so that under no circumstances would there be any deficiency for the requirements. The tendency to get rid of these supplies is having a great bearing on all products; cotton goods have declined heavily; the release of large stocks of wool by the Government has had effect on the

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Cocanut oil, copra oil, corn oil, cottonseed oil (except hydrogenated cottonseed oil), palm oil, peanut oil, soya-bean oil, vegetable stearin, cocoanut butter, butter substitutes and oleomargarine have been removed from the export conservation list. The War Trade Board also announce that palm kernel oil, vegetable olein and inedible vegetable greases are no longer considered as upon the conservation list.

**IMPORT LICENSES INTO BELGIUM.**

Present regulations in Belgium as to the issuance of import licenses are announced by the War Trade Board in response to many requests from exporters. Licenses for the importation of foodstuffs are issued by the Ministry of Industry, Labor and Revictualling. When the consignees are Belgians,

applications for import licenses will only be received after a favorable recommendation of the Chamber of Commerce of their district. When the consignees are foreigners, they should make their applications for import licenses to their respective legations at Brussels, who will present same to the competent Belgian ministry.

The Commission for Relief in Belgium state that they have been informed that Belgian import licenses are no longer required for the following foodstuffs: Fish, fresh, dried, salt, and preserved; oysters, mussels, shrimps, and other shellfish; fresh vegetables; fruits, fresh and dried; milk; butter; margarine; cheese; eggs; edible oils; edible fats; meat, fresh, salted, smoked, preserved, and frozen; coffee; rice; alimentary pastes; spices; condiments; soap. These may be imported without license.

**GOVERNING EXPORTS TO SWEDEN**

The War Trade Board announces the adoption of the regulations governing the procedure with respect to the issuance of licenses for the exportation of certain commodities to Sweden. Previous announcement with respect to such regulations is withdrawn. Except for the commodities specifically mentioned in the "Free List," War Trade Board Ruling 473 of January 3, 1919, or in "free lists" which may be published later, the procedure herein set forth applies in all cases.

1. Special attention is hereby called to the fact that the War Trade Board has arranged a simplified procedure with respect to applications covering shipments to Sweden, but that no consideration will be given to such applications until the conditions mentioned hereinafter have been complied with.

2. Exporters should apply for licenses to the Bureau of Exports, War Trade Board, Washington, D. C., or any branch office thereof, using Application Form X and such supplemental information sheets concerning the commodity as are required.

3. Exporters in the United States, before filing applications for export licenses, must obtain from the prospective importers in Sweden advice by mail or cable that there has been issued by an appropriate import association, or the Statens Handel's Kommission, a certificate permitting the importation of the proposed consignment. The number of the certificate should be forwarded by the importer in Sweden to the American exporter, either directly or through the Swedish Commission in Washington. This number should be specified on Supplemental Information Sheet X-119, which must be duly executed and annexed to the application for an export license.

4. Applications for licenses to export to Sweden commodities for which an import association certificate or a Statens Handel's Kommission certificate is required will be considered only in the event that the said certificate has been issued subsequently to June 28, 1918. The correct serial numbers of such certificates will be higher than 10832.

5. Henceforth the details of all the import certificates issued in Sweden will be transmitted by the Swedish Commission in the United States to the War Trade Board, Washington, where same will be used to verify the applications that are presented for consideration. This method will enable the War Trade Board in most cases to consider applications without reference to their representative abroad, and should avoid delay and expense.

6. All inquiries regarding Swedish import regulations and import certificates should be addressed to Mr. A. R. Nordvall, Special Commissioner, 1325 18th street, N.W., Washington, D. C., or the Swedish Commission Trade Office, 60 E. 42d street, New York City. All Swedish import questions or difficulties relating thereto should be settled before filing applications with the War Trade Board.

7. In filing applications for licenses to ship commodities which are controlled by a Swedish import association, the application must show as the consignee the association that issued the certificate, and the exporters are also required to state on the application the name of the person or firm in whose favor or on whose behalf the import certificate was issued.

8. The import certificates for commodities which are not controlled by Swedish import associations will be furnished by the Statens Handel's Kommission and the goods may be consigned directly to the importers.

9. Commodities to be exported to Sweden may now be shipped on any vessel, instead of only on vessels flying the Swedish flag.

10. The War Trade Board desires to call the attention of exporters to the fact that the "Free List" (W. T. B. R. 473) has been enlarged and that additions may be made

(Continued on page 27.)

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# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and The Mississippi Cottonseed Crushers' Association.

### Markets Still Hesitating—Export Situation Undetermined—Expected Movement—Prices Unsettled—Changes Against Values.

The past week has shown no development tending toward an elucidation of the oil export situation. The conditions have been and continued to be abnormal, and there seems to be at the moment an uncertainty as to the way out. The removal by the War Trade Board of the restrictions on exports was thought by some to be the way which would lead to a complete change in the situation, as far as the markets for oils and fats was concerned. Notwithstanding the removal of the restrictions there has been an absence of definite development as yet which would indicate that there has been any marked change in the situation. This, however, is subject to some explanation. There has been evidence of inquiry for export, and it is believed that there are a great many orders in the market which, sooner or later, may be put through, but the question of putting them through seems to depend on so many different factors that there has been no appreciable effect on the market. In fact, whatever changes there have been during the past week seem to have been toward a further easing in values, although the decline has not been marked, and there has been a slowing down of the weakening tendency.

The situation at the moment is still uncertain, but it is believed that sooner or later the conditions surrounding the export movement will be so straightened out that

business will be put through, and put through in volume. It is known that there is a good demand in the market for oil for export, and that there would be a chance for doing quite a large business for the neutrals and others. It is stated, however, that every day the export business is put off, there is danger of losing this business, as supplies may come from the far east which will satisfy the requirements, and every day's business which is lost, because of people getting along without using the article, there is that much less in actual distribution, which can never be made up. There is this uncertainty regarding the export situation which is difficult to explain. While the restrictions have been removed, the export permits are slow in coming through and it is stated now that it is necessary in many cases to obtain import permits, while there is uncertainty as to the extent and duration of the embargo conditions on the other side. Reports come from time to time that the embargo has been or will be removed, but the actual influence on business is not appreciable in this way. The demand for food-stuffs from the neutrals, particularly the northern neutrals, is large, and it would open a way out for the distribution, not only of a large amount of fats, but of other products, particularly of meats and breadstuffs, if arrangements could be made which would permit free shipments to these neutrals. As long, however, as there is uncertainty as to re-exportation of this material to the Teutonic countries, there is evident hesitation in giving this export privilege until certain agreements are made with Germany, as to

the settlement of the peace conditions, and to what extent they will be provided with food and supplies. The statement this week is that demand will be made upon Germany to supply at least three million tons of shipping, which will be used for bringing American troops home, and to ship food products to Germany and others, in the relief program. Germany will be made to pay cash for this product, while credits will be arranged with the neutrals, and possibly credit extended to the released countries, owing to the conditions which exist in those countries, and their possible inability at present to meet any demand for cash payment. The question of finance, in a broad sense of the word, is an important factor, and is affected by the matter of exchange. With the position of the foreign exchange market as it is, any continuation of large export business, with an absence of import business, means a further influence against the exchange situation, and makes the financing of the shipments more and more difficult.

The market for the different oils is still, as stated, unsettled. The position of cottonseed oil is one of stabilization, and the position of the market is becoming more and more uncertain. It is believed that as long as lard prices continue to be stabilized, and held at the levels which have recently been ruling, there will not be so much difficulty in disposing of cottonseed oil, particularly in the compound market, but any change in the position of lard which would tend to make this market unsettled, and probably destabilized, would be directly reflected into

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the cottonseed oil market, and make the distribution of cottonseed oil a difficult matter, at stabilized price. Lard, cottonseed oil and compound lard stand in a class by themselves, on account of stabilization with prices held relatively firmly, although somewhat under the prices which prevailed at the time of the signing of the armistice, while other edible fats and oils have been declining steadily. These declines have been pronounced in some articles. A comparison of the prices which prevail this week, with those which prevailed at the end of the war, show how radical has been this change. The most important declines have been in tallow and greases, but some of the other oils, particularly soyabean oil, have been weak, and there has been a decided change in all products, which has been in the way of a readjustment of values toward the idea of what should be the prevailing range of prices under peace conditions. The comparison of prices follows:

	Nov. 9.	Jan. 16.
Oil:		
Extras	28-28½	32-33
Stearine:		
Oil	24½	18
Tallow:		
City Specials	20½	10
Grease:		
Yellow	17½-17¾	8-9
Oil:		
Castor No. 3	35	22-23
China Woodspot	27-28	22-24
Cocoonut:		
Dom—tanks	16¼-16¾	15¼-15¾
Copra	9¼-9½	8½-9
Corn:		
Crude—tanks	17½-18	17½-18
Palm:		
Niger	40	23
Peanut:		
Crude	18¾	17-17¾
Soya:		
Tanks f. o. b. Coast	15¼-15¾	11¾
Lard:		
East	26.60-26.65	23.77
Prime Western	27.20-27.30	24.40-24.45
Chi Jan	26.65	23.77
Pork:		
Chi Jan	43.55	45.50
Beef:		
Meas	35-36	35-36
Hogs:		
Chicago	16.50-18	16.75-17.50

**SOYA BEAN OIL.**—The market has again weakened under increased pressure and poor demand. Oil in sellers' tanks, prompt shipment from the coast is reported at 11¾c. Spot is quoted at 16c.

**PEANUT OIL.**—Prices are nominally unchanged in the absence of business on which to base prices. Domestic crude is unchanged at 17½c buyers' tanks, but freely offered. Oriental oil in sellers' tanks is quoted at 17¼c @ 17½c. Edible spot in bbls., at 21 @ 22c.

**CORN OIL.**—The market has again been



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dull with the tone heavy. Crude is quoted at 17½ @ 18c in bbls.

**COCOANUT OIL.**—Prices are quoted unchanged, but demand is very small and prices are nominal. Manila oil is quoted at 15 @ 15½c nominal in sellers' tanks. Ceylon dom.,

16½ @ 16¾c, and Cochon dom., bbls., 18 @ 18½c.

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## GOVERNING EXPORTS TO SWEDEN.

(Continued from page 24.)

thereto from time to time; also that under the present procedure the transacting of business in Sweden should be greatly facilitated.

11. The War Trade Board has been advised that the import associations in Sweden will accept, on behalf of the Swedish importer actually interested, consignments of the articles mentioned below when the shipment is covered by a certificate of the said association. Other import associations may be formed in the near future, in which case due announcement will be made. Among these associations are:

Margarine Manufacturers' Raw Material Import Association—Edible oil and fats for the manufacture of margarine.

Chemical Industries Import Associations—Technical oils, fats and tallow for technical use, etc.

Oil Manufacturers' Import Association—Linseed, rape seed, beet seed, linseed oil, rape-seed oil.

Swedish Oil Cake and Seed Import Association—Oil cakes and grass seed.

## EXPORTS TO HOLLAND AND DENMARK.

The War Trade Board announces the adoption of regulations governing the procedure with respect to the issuance of licenses for the exportation of certain commodities to Holland and Denmark. Previous announcement with respect to such regulations is withdrawn.

Except for the commodities specifically mentioned in the "Free List," War Trade Board ruling 473, of January 3, 1919, or in "free lists" which may be published later, the procedure herein set forth applies in all cases, and is similar to that specified for Sweden in general particulars. No import

certificates or numbers are required by the War Trade Board for commodities on the "free list."

Henceforth the details of all the import certificates issued in Holland or Denmark will be transmitted by the Netherlands Legation or Danish Trade Commission in the United States to the War Trade Board, Washington, where same will be used to verify the applications that are presented for consideration. This method will enable the War Trade Board in most cases to consider applications without reference to their representative abroad, and should avoid delay and expense.

All inquiries regarding import regulations and import certificates should be addressed: For Holland, to Dr. W. H. de Beaufort, Counsellor of Legation, 1800 Connecticut avenue, N.W., Washington, D. C. For Denmark, to Mr. N. P. Arnstedt, Danish Trade Office, 1838 Connecticut avenue, N.W., Washington, D. C.; or the Danish Consul General, 8-10 Bridge street, New York. All Dutch or Danish import questions or difficulties relating thereto should be settled before filing applications with the War Trade Board.

In filing applications for licenses to ship

to Holland commodities which are not on the "Free list," the application must show as the consignee the Netherlands Overseas Trust, and the exporters are also required to state on the applications the name of the person or firm in whose favor or on whose behalf the import certificate was issued. Shipments to Denmark may be consigned directly to the importer. Commodities to be exported to Holland or Denmark may now be shipped on any vessel, instead of only on vessels flying the Dutch or Danish flag.

The War Trade Board desires to call the attention of exporters to the fact that the "free list" has been enlarged and that additions may be made thereto from time to time; also that under the present procedure the transacting of business in Holland or Denmark should be greatly facilitated. The War Trade Board has been advised that the Netherlands Overseas Trust will accept consignments when shipment is covered by one of its certificates.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

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KOTENASHI—PEA BEANS  
KUMAMOTO—WHITE KIDNEY  
KINTOKI—LARGE RED  
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, January 17, 1919.—Market steady; prime Western, \$24.40@24.50; Middle West, \$24.10@24.20; city steam, 23% @ 23 3/4 c.; refined Continent, \$28.50; South American, \$28.65; Brazil, kegs, \$29.65; compound, 23 @ 24 1/4 c.

### Marseilles Oils.

Marseilles, January 17, 1919.—Copra fabrique, — fr.; copra edible, — fr.; peanut fabrique, — fr.; peanut edible, — fr.

### Liverpool Produce Market.

Liverpool, January 17, 1919.—(By Cable.)—Beef, extra Indian mess, not quoted; pork, prime mess, not quoted; shoulders, square, 143s.; New York, 140s.; picnic, 119s.; hams, long, 170s. 9d.; American cut, 167s. 9d.; bacon, Cumberland cut, 149s.; long clear, 184s.; short back, 184s.; bellies, 200s. Lard, spot prime, 155s. 6d.; American refined, 28-lb. box, 156s. 9d. Lard (Hamburg), nominal. Tallow, prime city, not quoted. New York City special not quoted. Cheese, Canadian finest white, new, 130s. 6d. Tallow, Australian (at London), 73s. 3d.

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were firmer with hogs, corn and light offerings.

### Tallow.

The market is weak with little demand in evidence. City special loose quoted at 10c.

### Oleo Stearine.

Market inactive and weak. Oleo quoted at 16c. nominal.

### Cottonseed Oil.

Trade quiet and featureless.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 17.—Hog receipts estimated 24,000. Left over, 41,514. Markets strong, 10c. higher. Cattle receipts, 8,000; sheep, 8,000.

Buffalo, January 17.—Hogs steady; on sale, 4,800, at \$17.80.

Kansas City, January 17.—Hogs steady, at \$15.85@17.60.

St. Joseph, January 17.—Hogs steady at \$16.75@17.60.

Louisville, January 17.—Hogs steady, at \$17.10.

St. Louis, January 17.—Hogs steady, at \$16.50@17.30.

Indianapolis, January 17.—Hogs steady, at \$17.50@17.75.

Omaha, January 17.—Hogs steady, at \$16.75@17.50.

Cleveland, January 17.—Hogs steady, at \$17.60.

Detroit, January 17.—Hogs steady, at \$17.50.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to January 17, 1919, show exports from that country were as follows: To England, 33,042 quarters; to the Continent, 62,387 quarters; on orders, 129,266 quarters. The previous week's exports were as follows: To England, 51,347 quarters; to the Continent, 56,401 quarters; on orders, 64,189 quarters.

## MOTOR TRUCK AS A LABOR SAVER.

Labor is in such great demand just now that most companies have been "up against it," especially for common laborers. The Harrisburg Railway Company, Harrisburg, Pa., formerly hauled coal to and ashes from their power plant by a car operated by power from the trolley system. Three men were required to operate this equipment, and even then it was difficult to dispose of the ashes along the line.

Not long ago a 3 1/2-ton Federal truck with power dump body was put into service, and now D. B. Moist, engineer, reports that one man handles the work easily. "Just at this time the elimination of the extra car on our system means some saving of coal as well as labor," he says. "Another advantage is that the truck is more flexible than the car, and enables us to dispose of the ashes at the nearest dump, while with the car we could dispose of the ashes only at such places as were reached by our track."

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 11, 1919:

### CATTLE.

Chicago	70,295
Kansas City	44,961
Omaha	30,369
East St. Louis	35,400
St. Joseph	16,218
Cudahy	893
Sioux City	70,000
South St. Paul	43,382
Fort Worth	20,100
Indianapolis	7,069
New York and Jersey City	11,032
Oklahoma City	7,148

### HOGS.

Chicago	301,232
Kansas City	95,581
Omaha	93,080
East St. Louis	70,000
St. Joseph	80,778
Sioux City	9,578
Cudahy	28,805
Cedar Rapids	25,189
Ottumwa	18,390
South St. Paul	17,005
Fort Worth	14,000
Indianapolis	52,050
New York and Jersey City	31,390
Oklahoma City	12,521

### SHEEP.

Chicago	110,318
Kansas City	24,224
Omaha	42,346
East St. Louis	8,500
St. Joseph	21,303
Cudahy	362
Sioux City	10,900
South St. Paul	3,608
Fort Worth	5,200
Indianapolis	610
New York and Jersey City	32,963
Oklahoma City	300

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 11, 1919, are reported as follows:

### Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co. ....	11,518	54,900	30,148
Swift & Co. ....	8,759	37,900	39,830
Morris & Co. ....	8,669	23,000	15,667
Wilson & Co. ....	13,820	24,600	16,193
Anglo-American Pkg. Co. ....	888	10,800	...
G. H. Hammond Co. ....	4,504	21,300	...
Libby, McNeill & Libby. ....	5,580	...	...

### Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	9,650	23,116	5,210
Fowler Packing Co.	1,499	...	...
Wilson & Co.	7,973	15,432	1,933
Swift & Co.	9,034	16,221	5,956
Cudahy Packing Co.	7,344	15,176	6,700
Morris & Co.	8,362	20,049	3,808
Others	1,200	428	1

### Omaha.\*

	Cattle.	Hogs.	Sheep.
Omaha	5,005	20,469	6,508
Swift & Co.	9,048	21,438	15,561
Cudahy Packing Co.	7,141	19,483	13,785
Armour & Co.	6,999	23,025	19,827
Swartz & Co.	...	1,375	...
J. W. Murphy	...	5,746	...

Lincoln Packing Co., 499 cattle; South Omaha Packing Co., 90 cattle; Wilson Packing Co., 370 cattle; John Morrell & Co., 12 cattle.

\*Incomplete.

## RECEIPTS AT CENTERS

SATURDAY, JANUARY 11, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	37,547	5,000
Kansas City	2,000	3,847	500
Omaha	200	9,172	1,800
St. Louis	1,200	1,289	500
St. Joseph	700	2,000	100
Sioux City	500	7,000	3,000
St. Paul	700	1,000	800
Oklahoma City	800	1,350	...
Fort Worth	2,100	2,000	700
Denver	900	500	...
Louisville	700	4,000	50
Wichita	800	2,240	...
Indianapolis	850	10,000	...
Pittsburgh	...	3,000	300
Cincinnati	1,200	7,200	100
Buffalo	200	3,200	2,200
Cleveland	150	4,000	1,000
Portland, Ore.	195	613	65
New York	810	2,640	3,200

MONDAY, JANUARY 13, 1919.

Chicago	39,000	48,984	30,000
Kansas City	22,000	23,641	7,000
Omaha	12,000	22,642	9,500
St. Louis	16,500	11,537	4,000
St. Joseph	7,000	8,000	4,000
Sioux City	4,500	1,100	22,000
St. Paul	12,000	13,000	2,000
Milwaukee	...	9,800	...
Louisville	2,400	12,000	250
Detroit	...	3,500	...
Wichita	...	5,408	...
Indianapolis	3,300	15,000	200
Pittsburgh	2,800	6,000	...
Cincinnati	4,200	10,800	300
Buffalo	4,500	13,000	15,000
Cleveland	2,300	7,000	3,500
Portland, Ore.	1,471	4,804	1,846
New York	4,440	4,068	9,140

TUESDAY, JANUARY 14, 1919.

Chicago	28,000	43,130	28,000
Kansas City	15,000	13,482	8,000
Omaha	8,700	17,321	10,000
St. Louis	8,800	30,047	800
St. Joseph	3,500	12,000	2,000
Sioux City	3,000	8,000	4,000
St. Paul	4,200	13,000	800
Denver	2,300	5,000	1,400
Louisville	500	3,000	50
Detroit	...	2,200	...
Wichita	...	397	...
Indianapolis	1,400	15,800	100
Cincinnati	700	6,000	100
Buffalo	400	5,100	9,000
Cleveland	500	9,000	500
Portland, Ore.	198	149	1,421
New York	745	3,625	3,530

WEDNESDAY, JANUARY 15, 1919.

Chicago	12,000	37,962	21,000
Kansas City	17,000	23,238	4,500
Omaha	9,000	20,382	7,000
St. Louis	5,300	16,773	12,000
St. Joseph	...	12,000	...
Sioux City	...	12,000	...
St. Paul	...	23,000	...
Milwaukee	...	2,000	...
Louisville	...	2,000	...
Detroit	...	4,000	...
Wichita	...	3,662	...
Indianapolis	700	10,200	100
Cincinnati	250	1,600	5,000
Buffalo	...	3,000	...
Cleveland	1,400	4,350	4,950
New York	...	...	...

THURSDAY, JANUARY 16, 1919.

Chicago	12,000	54,000	19,000
Kansas City	6,000	10,500	8,000
Omaha	6,500	19,000	14,000
St. Louis	4,000	11,500	300
St. Joseph	4,000	15,200	2,500
Sioux City	...	12,000	...
St. Paul	4,800	12,000	1,200
Milwaukee	...	11,106	...
Louisville	...	2,000	...
Detroit	...	2,400	...
Wichita	...	2,385	...
Indianapolis	...	12,000	...
Cincinnati	...	6,052	100
Buffalo	...	4,000	6,000
Cleveland	...	3,000	...
New York	1,340	4,110	3,420

FRIDAY, JANUARY 17, 1919.

Chicago	8,000	24,000	7,000
Kansas City	3,500	16,000	4,000
Omaha	9,000	16,000	6,000
St. Louis	2,800	13,000	450
St. Joseph	8,000	9,000	800
Sioux City	3,500	9,000	2,200
St. Paul	2,000	3,000	...
Fort Worth	1,500	5,500	...
Oklahoma City	1,000	200	...
Denver	1,300	1,000	51
Indianapolis	1,000	13,000	400

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES.**—The market all last week was generally quiet and about unchanged. Heavy native steers, 60 lbs. and up, are unchanged. One packer sold about 3,500 December heavies at the full maximum price of 29c. Januarys are quoted at 28c. for heavies, 27c. for lights and 22c. for extremes. Spread native steers, 60 lbs. and up, are unchanged. No recent sales noted. November and December are held at 30c. Januarys at 29c. Texas steers unchanged. One packer recently sold one lot of heavies, November salting, at full maximum price of 27c. Lights and extremes are closely sold up. January heavies are quoted at 26c., lights 25c., extremes 22c. Butt branded steers, 60 lbs. and up, November generally slow. Offerings are not large and the market is quoted steady at maximum prices. Januarys are held at 26c. Colorado steers, 60 lbs. and up. No trading reported, although a better line of inquiry is noted. Januarys are quoted at 25c. Branded cows unchanged and closely sold up to the first of February. December last sold at 22c. Januarys are quoted at 21c. Heavy native cows 55 lbs. and up. Supplies are not large, but some December are still on the market and apparently not wanted. Maximum rate for December is 27c. Januarys are quoted at 26c. Light native cows 55 lbs. and down. Unchanged and in good demand. Supplies are scarce as packers generally are sold ahead. Januarys are quoted at 22c. Native bulls steady and closely sold up. Nothing being offered. Januarys are quoted at 19½c. Branded bulls unchanged. Available stocks small. Januarys are quoted at 17½c.

Later.—Packers are quiet and waiting. Two cars of small packers, all weights, sides, sold at 22c. flat.

**COUNTRY HIDES.**—The market generally is quiet and unchanged. While there has been a slight increase in the receipts of hides lately the total amount coming in is below the normal figures for this time of the year. All quotations used here are maximum prices for Illinois as scheduled in price fixing for group number two which included the States of Kansas, Illinois, Iowa, Nebraska, Missouri, Wisconsin, North and South Dakota and Minnesota. Heavy steers 60 lbs. and up. In small supply. Recent sales were all at full maximum rates. January hides are quoted at 21½c. Heavy cows 60 lbs. and up. Demand is slow. November and December salting are offered at 21c. Maximum price for January is 20½c. Bulls 45 to 60 lbs. easy, demand slow, but dealers claim they have no difficulty in selling buffs with extremes at full prices. Maximums paid on all Januarys 18½c. Extremes 25 to 45 lbs. strong and in big demand. Supplies are scarce. Good quality Middle West hides have been selling at 21@22c. Januarys are quoted at 19½c. Bulls quiet. Supplies are not large. Maximums were paid on all recent sales. Januarys are quoted at 14½c. Kips 15 to 25 lbs. steady to firm. Maximum prices were obtained on all early salting kips. January packer kips are quoted at 25c. January country kips at 21½c.

Later.—The market is strong. Two cars of Middle West extreme light hides sold at 23c.

**CALFSKINS** strong and advancing. Offerings are scarce. Maximum prices apparently are being disregarded. Chicago cities sold at 44c. with a bid of 50c. reported declined for Februarys. Outside city resaltd have been selling at 38½@42c., as per lots. Regular run of countries are quoted at 34c. A car of light calf sold at \$2.50 for countries, including deacons at \$2.30. Light calf are quoted at \$2.50@2.90 for first salted lots and deacons run from \$2.30@2.75.

Later.—Calfskins are advancing. Four thousand Minneapolis skins sold at 44c. One car Chicago city February calf sold at 49c., another at 50c.

**HORSEHIDES** active as far as supplies will permit. The demand is big and maximum prices are being disregarded. A car of country hides without tails sold at \$7.25 and a bid of \$8.25 for city renderers' hides with manes and tails was declined. Countries are quoted at \$6.25@7 and up to \$7.50 for good quality. City renderers at \$8@8.50. Ponies and glues at half price.

Later.—A car of mixed city and country horse held at \$8.

**HOGSKINS** unchanged and closely sold up. Nominally quoted at \$1.15@1.40 for average country collection. Rejected pigs and glues out at half price.

**SHEEP PELTS.**—The market continues generally quiet and featureless. Everybody seems to be guessing as to just where prices will land when the market rights itself. Pullers generally are holding back from trading until after the government sales of wool, which are under way now, consequently buyers are not showing much interest in pelts. One of the packers, however, succeeded in selling a few cars of regular run of late take off of sheep and lambs at \$3. Packers' sheep and lambs are quoted at \$3@3.25. Country pelts are nominally quoted at \$2@2.50, as to quality. Dry Western murrains are quoted at 30@40c., as to lots, sections, etc.

### New York.

**PACKER HIDES.**—Not very much trading was noted last week. Packers are not anxious to dispose of their unsold hides, as such varieties are not large and as they firmly believe that the high rates will continue to rule they are not forcing anything on the market. A Jersey City packer sold his November-December branded cows, estimated to be about 1,500 to 1,600, at the full maximum figure of 21½c. for koshers. This packer only has a few native steers and the January branded cows unsold. Among the other packers there are some branded hides, namely, butts and Colorados and some native steers. A car of packer October-November extremes sold at 24c. selected. Activity in small packer hides is at a standstill, as all the small packers have been cleaned up till the first of February and none of them are willing to talk on February forward stock.

**COUNTRY HIDES.**—Business during the past week in the local market was not large, although from reports received from other Eastern sections it is noted that fair sized sales were noted in the lighter weight hides. Extremes continue to be wanted and various prices are being paid. Buffs, although not so much in demand, are moving readily along

with extremes, as otherwise sellers are unwilling to let their light weight hides go. Reports from Boston state that large sales, estimated to reach about 20,000 hides, have been moved mostly in extremes and buffs at prices ranging from 22½@23c. for the extremes and 20½@21c. for the buffs as to seller, etc. Canadian hides have been active in the Boston market, and several cars of extremes alone are reported sold at 21½c. selected. A car of Canadian, 45 lbs. and up hides for prompt shipment, are reported sold at 19c. The Middle West and Central West markets have been very firm and some fair sized sales were noted made, mostly of the light weight hides. A car of Ohio, 60 lbs. and up bulls, sold at 16c. Bulls generally are not wanted unless at a concession or when buyer is in urgent need of such a weight. Car Middle West buffs alone sold at 20c. Car Western all weight hides reported sold at ¼c. under the maximum figure. Five to six thousand buffs and extremes from Middle West points reported sold at full maximums. Chicago extremes alone brought as high as 23c. for choice stock. Car Middle West extremes sold at 22c. along with a car of buffs at 20½c. New York State, New England, etc., all weight hides are firm and large sales are not many mainly on account of the small receipts, but dealers now claim that with the advent of the colder weather receipts will be larger and that more sales will be noted. Full maximum prices are realized with buffs held at 20½c. and extremes at 21½c. for car lots and 19@20c. for small lots paid. South-erns are firm and sales are reported made of Northern sections at 21½c. for extremes and 20½c. for buffs. Other sections are quoted at ¼c. lower as to sections. Penn hides are steady and sales are made at full figures. All weights selling at 10½c. flat.

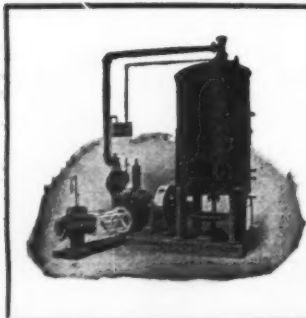
**CALFSKINS.**—The market is very strong and bids of from 25@50c. over the former maximums have been bid for February skins and refused. Collectors are unwilling to make any contracts ahead as they believe that higher rates will prevail after the removal of maximums owing to the small receipts and the good demand. New York cities have ruled quiet on account of the small supplies with last sales at the full maximums of \$3.60, \$4.50 and \$5.40, with the market for February skins about \$4, \$5 and \$6 for the three weights. Mixed cities and countries are firm with a sale noted of 1,000 nearby countries alone at \$3.35, \$4.25 and \$5.15. It is understood that some sales have been made of Pennsylvania skins for February delivery at \$3.75, \$4.75 and \$5.75. Most collectors at outside points are unwilling to contract ahead.

### BIG LIVESTOCK CONVENTION.

The twenty-second annual convention of the American National Live Stock Association will be held at Denver, Colo., January 21, 22 and 23. This will be the most important livestock convention ever held. Post-war readjustments will vitally affect the livestock industry.

During 1919 our exports of meat products will undoubtedly be as large as during 1918, but there is a decided difference of opinion as to the volume of our exports during 1920 and thereafter. Whether there should be an increase in the production of livestock is the one big question confronting the livestock industry. This problem will be discussed by speakers of national reputation.

The continuance of the work of the Food Administration, and the control of our exports of meat food products and prices for livestock is of paramount interest to all stockmen, and will be thoroughly discussed. The licensing of the packers, livestock commission men and stockyard companies, the advance in commission charges, and other related matters will receive full consideration.



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# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, Jan. 15.

Close to 100,000 cattle arrived in Chicago last week and reminded us of November and December, when frequent weekly runs of 100,000 or more were cleaned up with alacrity and without making any serious inroad on the price list. However, after the upturn of \$1@2, which took place during holiday week and the first few days of the new year, a reaction in the market is logical, especially in view of last week's enormous supply of cattle which was followed by another heavy run of 38,912 on Monday, at which time our market ruled anywhere from 25@75c. lower, choice steers selling from \$18.50@19.25, showing only 25c. decline, there being nothing real prime on sale, else there would have been a higher quotation. The good to choice corn-fed steers selling all the way from \$17@18.50, according to weight, quality and fat were off 50c., while other kinds showed 50@75c. decline. Evidence of a continuance of the phenomenal demand is not lacking, however, because Tuesday's trade ruled fully steady at Monday's decline, even though we had another heavy run, actual receipts being 23,303, and on Wednesday, with estimated receipts of 12,000, our market ruled steady to strong and in some cases a little recovery was shown.

A readjustment of butcher-stuff values to a lower basis is a logical result of the heavy percentage of medium and low-priced cattle in the liberal receipts we have had thus far this week, and canners and cutters, which have been selling abnormally high and for which there is a phenomenal demand, have suffered the greatest decline and are off anywhere from 75c.@\$1 per cwt. compared to the extreme high point in the trade. Medium to pretty good cows and heifers showed 35@50c. loss, while the good to choice grades—the kinds selling above 10c.—are meeting with ready acceptance and show not over 25c. decline. The bull trade has eased off 15@25c., but is nevertheless in right good shape, while on calves the market is off \$1 per cwt. because of heavy receipts.

Last week's record run of 9,179 carloads of live stock in Chicago included approximately 310,000 hogs, the second largest run on record, and as a consequence the week-end market was so badly congested that Saturday night there were 50,000 holdovers, and with 49,000 fresh arrivals on Monday there was approximately 100,000 hogs on sale that day and another holdover that night of 50,000, because only the "cream" of the offerings were sold and within the narrow range of \$17.50@17.60, with a top of \$17.65. Tuesday's fresh arrivals totaled 43,130 and the trade was a repetition of Monday's market, extreme top being \$17.70 and at the finish there were 43,000 unsold. Early Monday the U. S. R. R. Administration took steps toward lessening the supply of hogs by furnishing fewer cars, the idea being to enable us to clean up the mixed and less desirable grades of hogs, and today (Wednesday) receipts are estimated at 30,000 and the market, in anticipation of a lessened supply the balance of the week, ruled 5@10c. higher on the best grades of hogs, and was a little more active on the mixed kinds, although there still was a heavy supply of "stalers," some of which will probably not be worked off for a few days. Bulk of the good and desirable grades sold from \$17.45@17.70, with a top of \$17.80, and if the agreed upon daily average minimum of \$17.50 is to be maintained the packers will either have to "come across" when they get around to the point of buying the cheaper grades of hogs, which are being absolutely neglected at present, or else they will have to pay more for the better grades and we think the latter will likely prove to be the case.

Following the decline of 75c.@\$1 per cwt. in sheep-house values that took place during the latter days of last week, Monday of this week opened with receipts estimated at 30,000 head, and while prices sagged another 15@25c. per cwt., the market was featured by a broad demand and the day's arrivals were well bought up at the close. Since Monday prices have held about steady with an active demand on all of the well finished grades. Bulk of arrivals consisted of poor to medium fleshed stock that there is no urgent demand for, except on feeding account. Quotations range as follows: Good to choice lambs, \$16.25@16.75; poor to medium, \$15@16; culls, \$12.50@14; good to choice yearlings, \$13.75@14.25; fat wethers, \$11.25@11.75; good to choice ewes, \$10.25@10.65; poor to medium, \$9@10; culls, \$5@7; breeding ewes, \$9@11; well woolled shearing lambs, \$14.50@15.25; poor to medium feeding lambs, \$13.75@14.25.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Jan. 14.

Cattle receipts today were 16,500 head, market about steady, top \$17.00. Hog supply was 17,000, market steady to 10 higher, top \$17.65. Sheep receipts were 8,000, market steady, top lambs \$16.25, fat ewes \$10.25, breeding ewes, \$15.00. Native beef steers were of common quality today, and the market ruled slow to about steady. The Western steer market was about steady today. A feature of this kind were pulpers from Nebraska and Colorado, the Nebraska pulpers selling from \$15.50 to \$16.00, and the Colorado pulpers selling at \$16.25, averaging 1,240 lbs. Canner cows sell around \$6.50 to \$7.00, and butcher cows \$7.50 to \$11.00. Snow remaining on the wheat fields of Oklahoma and Kansas forcing a good supply of the butcher stuff on the market. Veal calves, \$11.50 to \$14.25, others dull.

The hog market opened today steady to ten cents higher, but lost the advance at the close. Best medium weights brought \$17.65, best heavy hogs \$17.60, best lights \$17.35, bulk of sales \$17 to \$17.40.

Sheep market today was about steady, top lambs bringing \$16.25 fat ewes bringing \$10.25, breeding ewes \$15.00.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Jan. 14.

The cattle supply this week is unusually heavy, there being right at 43,000 in the count. The heavy run has had the effect of an unevenly lower market. On Monday the receipts totaled 16,537, the heaviest January day in the history of the market. There is a fair proportion of steers appearing in the run but as has been the rule since the holiday season the quality is not better than fair, in fact no choice or prime beefs in any of the classes are on sale. The top for the week was made on some near prime kind fed in Illinois which brought 18.25 and a number of other sales are recorded at 17.75@18.00. The bulk of our best killers, however, are selling from 12.00@14.00 with the light weight common cattle ranging from 10.50@11.75. We are receiving a few Oklahoma cattle and one string this week sold for \$13.75. They were common cattle but in fair flesh and had the appearance of having wintered well this season. The market on butcher yearlings has been slack and unsatisfactory from the seller's standpoint. They are generally 75c to \$1.00 under the weeks high time and show a greater decline than any other grade. She stuff, bulls and canners and cutters are all experiencing a slow draggy trade.

The market stabilization committee has increased our hog allotment and the count this week is therefore a little larger than usual, there being 94,000 in the receipts. There is a fair amount of good hogs in the run and they find prompt sale. Common light

hogs do not find ready clearances although they are being taken care of in better shape than prior to the allotment system. The market is 20c to 35c lower than a week ago but at this writing it is generally fairly active. Today's quotations are: Mixed and butchers \$17.30@17.60; good heavies \$17.45@17.65; Rough, \$15.00@16.40; Light \$16.90@17.40; Pigs, \$13.00@16.00; Bulk, 17.30@17.60.

The count in the sheep house for the week is 10,500 and for the most part consists of lambs and yearlings. The market for the week has been fairly active but prices are a trifle lower than a week ago. The best lambs we are receiving are selling at \$16.50 and if strictly prime might bring a little more money. Fair to medium grades are quoted at \$16.00@16.25 with the culls around \$12.00. Mutton sheep are selling from \$9.00@9.50 with strictly prime fat mutton ewes quoted at \$10.00.

## OMAHA

(Special Letter to The National Provisioner.)

Omaha, Neb., Jan. 14, 1919.

Receipts so far this week of cattle amounted to 21,342 head or 1,000 under last week and 10,000 larger than the same week a year ago. There is a continuing strong demand for beef steers with weight and prices this week holding steady in spite of the fact that the tendency of the market is to lower figures on plain underweight and off quality steers. Best steers yesterday sold at \$17.35 and good handy weight grades today reached \$16.95, medium lots sell anywhere from \$14.00 to \$16.50 and common grades on down. Outside of the best cornfed yearlings the market is rather uncertain and fully a quarter lower for the two days. Choice lots sell from \$15.50@16.50, fair to good kinds from \$13.00@15.25. Butcher stock closed 25@50c lower last week on all but the choice fat cows and this week the market again broke 25@40c in two days on canners and cutters and plain beef cows although the choice quality kinds continue at the high levels selling up to \$13.50. Canners sell largely at \$6.75@7.25, cutter and medium cows from \$7.50@9.50. The feeder trade holds steady on desirable weighty kinds at \$13.50@15.50 and steady to easier on anything under 750 pounds.

The hog market is gradually working upward and on a fair supply of 459 loads or 18,300 head today trade was 10@15c higher with the bulk of the hogs going at \$17.10@17.40 and several loads at \$17.50, the top. There has been a considerable improvement in quality as well as weight the last week or so and by far the greater bulk of the hogs weigh 200 pounds and up. On Tuesday last week bulk of hogs sold at \$17.00@17.30 with a top of \$17.45.

There was a weak undertone to the lamb market on a supply of around 10,000 head and fat lambs were quotably steady to 10@15c lower. Sales on good fed westerns ranged from \$16.00@16.10 with a top of \$16.15 for several lots. The demand for feeder lambs is very good and absorbed the available supplies readily, best grades this morning reaching \$15.50, the same as yesterday. Fat ewes ruled a little easier, top grades selling at \$10.75 as against \$10.80 yesterday.

## FOREIGN COMMERCIAL EXCHANGE.

New York, January 16, 1919.—Foreign Commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days .....	4.73%
Cable transfers .....	4.76%
Demand sterling .....	4.75%
Commercial, sight .....	4.75½
Commercial, 60 days .....	4.72%
Commercial, 90 days .....	4.71½
Paris—	
Commercial, 60 days .....	5.51%
Commercial, sight .....	5.46
Bankers' cables .....	5.45½
Bankers' checks .....	5.45%
Amsterdam—	
Commercial, sight .....	42½
Commercial, 60 days .....	41½
Bankers' sight .....	42%
Bankers' cables .....	42%
Copenhagen—	
Bankers' sight .....	26.62½
Bankers' cables .....	26.87½



# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Welch, W. Va.—Louis George, M. O. Letz, B. Hampton Gray and others, have incorporated the Welch Creamery with a capital stock of \$100,000 to manufacture dairy products.

## ICE NOTES.

Black Earth, Wis.—The Black Earth Cooperative Creamery has been totally destroyed by fire.

West Point, Miss.—The capital stock of the King Ice Cream Co., has been increased to \$30,000.

Laurinburg, No. Car.—The installation of a 10 to 20 ton ice plant is being considered by Phillips & Sutherland.

Greenville, S. C.—A 1½ story, 50x150 ft. brick building for the manufacture of ice cream will be erected by the Polar Ice Co.

Roanoke, Va.—The erection of a cold storage warehouse at this point is contemplated by Armour & Company, at a cost of \$18,000.

Sturgeon Bay, Wis.—Dudley Lawrence is having a cold storage erected at the rear of

his meat market, which will be 35 feet high and 15x16 feet.

Galt, Ont., Canada—Glennings & Moore's cold storage plant at this point has been destroyed by fire, caused by defective wiring. Estimated loss, \$40,000.

Houston, Texas—The Houston Ice Cream Co., will erect two and three story reinforced concrete buildings for the manufacture of ice cream. Cost, \$7,000.

McAllen, Texas—The electric light, water systems and ice plant will be enlarged by the Rio Grand Public Service Corp. It is reported that machinery will be installed to double present capacity. R. F. McCord, general manager.

## MUCH POULTRY IN COLD STORAGE.

An increase of 58 per cent in poultry held in cold storage on January 1, 1919, compared with stocks on the same date last year, is shown by the cold storage report of the Bureau of Markets, United States Department of Agriculture. Total stocks on January 1, 1919, reported by 334 storages, were

106,917,290 pounds. Present stocks are about 15 per cent smaller than on January 1, 1917, when holdings were unusually large. An increase of 62.4 per cent in fowls held in cold storage on January 1 of this year compared to a year ago is shown by the report, while percentage increases in other classes of poultry are given as: Broilers, 48.6; roasters, 51.2; turkeys, 57.9, and miscellaneous poultry, 67.3 per cent.

## SMALL STOCKS OF EGGS AND BUTTER.

Shortages of cold storage eggs, butter and cheese are indicated by the semi-monthly report of storage stocks issued by the Bureau of Markets, United States Department of Agriculture. There were 590,000 fewer cases of eggs in cold storage January 1, 1919, than on January 1 last year. During January of last year 1,000,000 cases were removed from cold storage, this being 220,000 cases more

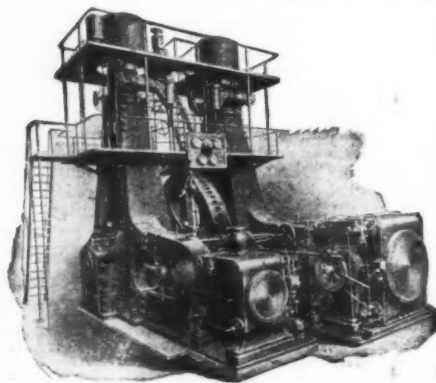
## STOCKS OF FROZEN AND CURED MEATS AND POULTRY.

Following is a summary of cold storage holdings of frozen and cured meats on January 1, 1919, as reported by the U. S. Bureau of Markets:

Total Holdings January 1, 1919.		Comparison of Holdings.		
No. of Storages Reporting.	Pounds.	No. of Storages Reporting.	January 1, 1918. Pounds.	January 1, 1919. Pounds.
Frozen beef .....	370 295,206,748	342	274,073,518	277,243,017
Cured beef .....	358 35,601,588	334	33,077,346	33,165,151
Lamb and mutton .....	226 12,254,508	200	6,219,298	11,537,112
Frozen pork .....	340 59,854,765	314	30,192,103	49,853,890
Dry salt pork .....	437 350,884,441	414	234,055,592	331,866,617
Pickled pork .....	510 298,409,761	482	242,295,401	272,006,526
Lard .....	541 100,755,440	512	51,873,806	98,033,534
Miscellaneous .....	412 127,042,489	226	34,965,952	61,995,595

Summary of cold storage holdings of frozen poultry on January 1, 1919:

Total Holdings January 1, 1919.		Total Holdings December 1, 1918.	
Storages Reporting.	Pounds.	Storages Reporting.	Pounds.
Broilers .....	210 15,080,535	209	13,282,877
Roasters .....	213 29,292,020	205	15,587,239
Fowls .....	239 25,732,892	230	14,005,158
Turkeys .....	246 8,877,474	232	6,034,189
Miscellaneous .....	271 27,934,369	267	17,390,531
Total poultry .....	334 106,917,290	324	66,629,994



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Pittsburgh, Pa. Atlanta, Ga.  
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Cincinnati—Pan Handle Storage Warehouse.  
Detroit—Newman Bros., Inc.; Brennan Truck & Storage Co.  
Cleveland—General Cartage & Storage Co.

Jacksonville—St. Elmo W. Acosta.  
Liverpool—Peter R. McGuire & Son.  
Mexico, D. F.—Ernst O. Heinsdorf.  
Newark—American Oil & Supply Co.  
New Orleans—Industrial Iron Works, Inc.  
New York City—Roessler & Hasselacher Chemical Co., 100 William St.  
Norfolk—Henry Bower Chemical Mfg. Co.  
Agency, First and Front Sts.  
Philadelphia—Henry Bower Chemical Mfg. Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co.  
Providence—Rhode Island Warehouse Co.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Benton Transfer Co.  
Toledo—Moreton Truck & Storage Co.  
Washington—Littlefield, Alvord & Co.

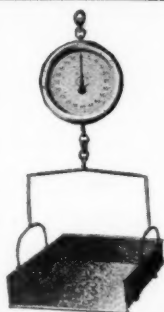
than the total holdings on January 1 of this year which amounted to 780,000 cases. Although there were 350,000 fewer cases placed in cold storage this season than last, the withdrawals to January 1 were 240,000 cases more.

The shortage in the cold storage holdings of creamery butter is about 7,600,000 pounds, according to the report. The holdings on January 1, 1919, were 44,865,000 pounds. As the quantity stored was 7,275,000 pounds less this year it appears that the consumption of cold storage butter has been only slightly increased over last season. No information is available as to the portion of the butter now in cold storage that is owned by the Government.

The stocks of American cheese in cold storage on January 1, 1919, amounted to 20,785,000 pounds, this being about 55,000,000 pounds less than last year's holdings on the same date. As the quantity stored for the season was 39,000,000 pounds less than last season, the consumption during the last three months of 1918 appears to have been about 17,000,000

pounds more than during the same months in 1917. The quantity stored in 1917, however, was abnormal, being 27,000,000 more than the 1916 stocks. The quantity held on January 1, 1919, was about 2,500,000 pounds less than the balance left in storage on June 1, the close of

last season, and carried over into the present storage season. These figures are said to indicate that the cheese shortage may become acute before the production of fresh cheese reaches its highest point in June and the fresh stocks are plentiful.



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"Our Coolers and Freezers are mostly equipped with your doors. In fact we adopted it as Standard throughout our plant, as we find them substantially made and the insulation perfect. We also find the Hardware stands up better than on any other door we have seen or tried."

THE WASHINGTON MARKET,  
Washington, D. C.

"The doors supplied by you, in use at both plants, have been in every way satisfactory, and we think the Jamison door is the best on the market."



OSCAR MAYER & Bro., Chicago, Ill.

"Practically our entire plant is now equipped with your doors and we are very glad that this is the case. Your equipment has always given us good satisfaction."

LOUISVILLE SOAP Co., Louisville, Ky.

"Coolers at one of our plants are equipped with your doors, which have given us such satisfaction we wish to improve the doors at our old plant. We would not be warranted in throwing out the doors but would like the type hardware you supply."

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*with* DOUBLE REDUCTION Gear Drive

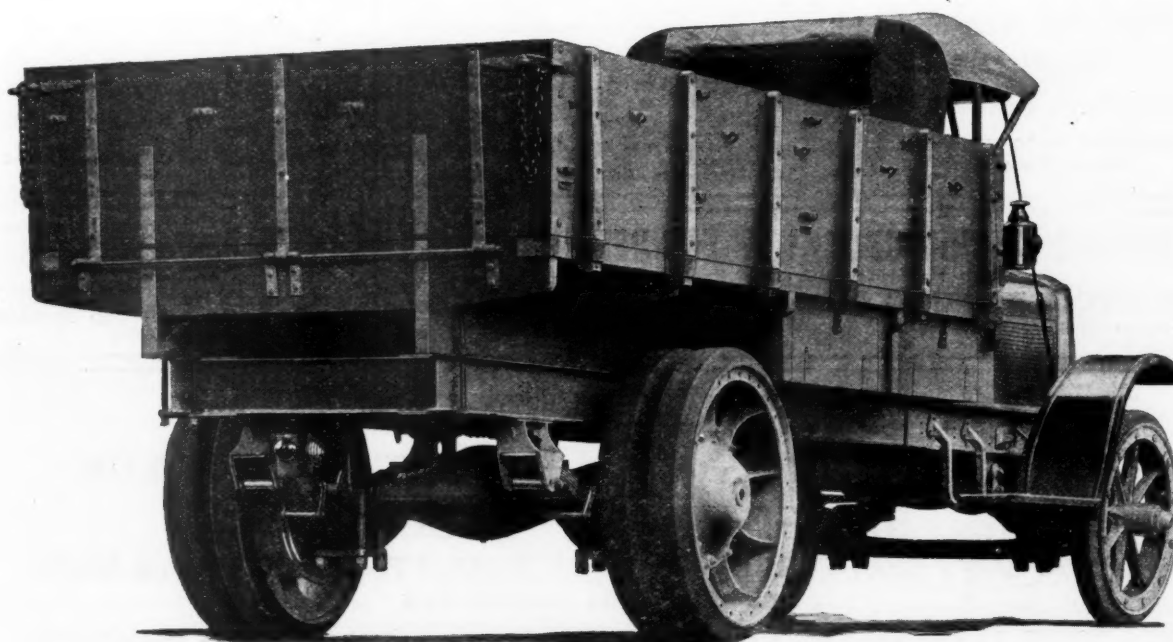
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Having all the leverage and flexibility of a chain and sprocket and the frictionless driving contact of gears which *roll* in oil, dust proof

*Light Unsprung Weight • More Road Clearance  
Narrow Tread • High Leverage*



THE WHITE COMPANY  
*Cleveland*



# Chicago Section

Art Brisbane and Barney Pshaw as writers are very much alike. It isn't what they write; it's what they say what isn't written in. Savvy the burro?

Swift & Company's sales of beef in Chicago for the week ending Saturday, Jan. 11, 1919, averaged as follows: domestic beef, 17.89 cents per pound.

It would seem there are still at large a whole raft of good (?) Americans in office and out who would still have Uncle Sam's motto read: "Prepare to be prepared."

"Good will" for the other fellow may not be worth anything to you, but it is a good thing in business to try hard to cultivate. In other words it is business insurance.

"Select" circles doesn't necessarily mean "select" in the true sense of the word. Were it so, a re-candling would be absolutely necessary, and a whole lot of "bad eggs" thrown out would be the result.

Mischievous propaganda is first cousin to the anonymous letter, and yet there are people narrow enough to pay attention to both, which seems to be free board, washing and lodging to the poor fish.

Tom Lehon, Chicago's renowned poet, philosopher and patriot (three Ps), says: "The sweetness of low price never equals the bitterness of a poor quality." Motion seconded and unanimously carried, Tom.

Sam Stretch and halo blew into town this week, in the pink of condition, evidently. Sam has been "making" this territory since back in Warrie Catson's famous days, when Jack Sheehy was chief of detectives. Sam gasses 'em.

Aunt Tabitha visiting Brother Hiram out on the farm, remarked: "Wot's that terble smell blowin' in off'n them meadows, Hi?" "Armer's fertilizer," said Hi. "Fer the land's sake!" said Aunt. "Yep!" sed Hi, "that's it!"

The Twentieth Century combination perpetual calendar and memo. pad holder presented as a souvenir by the James R. Poole Co., merchandise brokers of Boston, is a "thing of beauty and a joy forever" in reality; like the company, "the last word" in its line.

"They do say a leopard can't change his spots," said Uptub, as he gazed at Cy Devry's samples in the zoo. "Lukut that one, now; a minute ago he was sittin on one spot, and now— he's changed spots." Just then the sky fell on Uptub.

She—Did you hear me say we'd take in a theater this evening?

He—I did!

! he—I didn't hear you O. K. it!

He—I nodded.

She—Huh! I wondered what rattled.

It's often sed that "Corporashuns ain't got no souls." There be others. Quarryman got a hand blown off blasting. When the boarding boss heard it he remarked: "Mout ha' bin wuss!" "How the'l?" asked the narrator. "Mout ha' had his week's pay in it!" said the B. B.

The few old-time members of the Board of Trade—local residents—who have retired and wish now and again to visit the scenes of their past activities, are not even permitted in the smoking room. This doesn't gibe at all with the well-known big-heartedness and broad-gaugedness of the Board and its members.

A. Guy bet B. Guy the Kaiser and his military and naval entourage would quit cold before the 25th day of December, 1918. A said they would. B said they wouldn't. Who wins? Let's hear from you; big money involved, and reputations to sustain. Address B. Guy, care The National Provisioner, Chicago. The two Guys are prominent in the trade.

The up-to-date workingman's emancipator looks with contempt upon the old "full dinner pail," or any kind of a dinner pail, hi-proofed or otherwise camouflaged though it be. What the present day pol—no, emancipator—wants (while pulling for the place he wants) is to teach every workingman to say naturally, as if to the manner born, after his business for the day is done: "Home, James!"

"There is a difference between an Irishman and a Dutchman, annyhow," said O'Malley. "Whin annythin' goes wrong wid a Hun, he goes home, lights his pipe and fills his stein, and round and round the room he goes. Whin things get out o'line wid a Turk, home he goes, gets out th' jug, takes a big slug, an' another fer a chaser, an' a few more to keep thim company an'—lets th' darn room go round an round him."

One reason why the street car company wants a six-cent fare: they think they may possibly get the odd cent. New car conductor emphatically instructed by superintendent: "Get a nickel from everyone that gets on your car!" "I'll do that same!" sez the Assyrian. He did and sat in the car barn that evening with his pockets bulging out like he had basket balls in 'em. Old Con walks up and sez: "New Con?" "Oi yam!" sez the Assyrian. "Go an get yer pay" (it happened to be payday and the N. C. had a day coming). "Do they pay yez, too?" sez N. C.

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Union Stock Yards CHICAGO, ILL.

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## LEON DASHEW

Counselor At Law

320 Broadway, New York

Phones: Worth 2814-5.

### References:

Armour and Company	Joseph Stern & Sons,
The Cudahy Packing	Inc.
Co.	Manhattan Veal &
Rosebrock Butter &	Mutton Co.
Egg Co., Inc.	New York Butchers
United Dressed Beef	Dressed Meat Co.

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PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION.

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MUST BE GOOD TO OBTAIN  
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THAT'S A FACT!—BRACK and MACK

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**WILLIAMS**

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

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General Sales Dept., Old Colony Bldg.

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**SAN FRANCISCO**

**Watch Page 48 for Business Chances**



## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 6.....	24,956	1,876	40,880	15,868
Tuesday, Jan. 7.....	24,253	3,505	51,456	31,595
Wednesday, Jan. 8.....	18,511	3,429	51,608	23,583
Thursday, Jan. 9.....	15,897	3,664	56,863	26,179
Friday, Jan. 10.....	10,453	1,747	71,707	30,928
Saturday, Jan. 11.....	4,208	217	37,547	4,279
Totals for week.....	98,278	16,448	306,990	135,252
Previous week.....	76,728	11,496	228,886	88,455
Year ago.....	74,167	9,254	174,417	67,298
Two years ago.....	67,035	9,555	272,495	70,975

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 6.....	5,194	273	3,788	1,933
Tuesday, Jan. 7.....	3,762	290	4,950	2,801
Wednesday, Jan. 8.....	7,540	370	3,237	7,613
Thursday, Jan. 9.....	5,487	279	5,814	3,473
Friday, Jan. 10.....	4,241	409	1,740	5,499
Saturday, Jan. 11.....	1,759	171	1,729	3,615
Total last week.....	27,983	1,901	21,258	24,934
Previous week.....	19,763	908	7,956	16,564
Year ago.....	13,076	775	14,097	7,471
Two years ago.....	17,154	1,008	78,171	12,834

## TOTAL RECEIPTS FOR YEAR TO DATE.

	1919.
Cattle.....	130,493
Hogs.....	441,735
Sheep.....	182,942

Combined receipts of hogs at eleven points:	
Week ending January 11, 1919.....	1,045,000
Previous week.....	858,000
Cor. week, 1918.....	928,000
Cor. week, 1917.....	900,000

Combined receipts at seven points for week ending January 11, 1919, with comparisons:

	Cattle.	Hogs.	Sheep.
This week.....	317,000	823,000	299,000
Previous week.....	223,000	683,000	172,000
1918.....	237,000	572,000	201,000
1917.....	207,000	751,000	241,000
1916.....	167,000	718,000	227,000
1915.....	175,000	472,000	285,000
1914.....	147,000	453,000	260,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	54,900
Anglo-American.....	10,500
Swift & Co.....	37,900
Hammond Co.....	21,300
Morris & Co.....	23,000
Wilson & Co.....	24,600
Boyd-Lunham.....	11,600
Western P. Co.....	16,100
Roberts & Oake.....	8,400
Miller & Hart.....	5,000
Independent Packing Co.....	10,700
Brennan Packing Co.....	6,800
Others.....	22,300
Totals.....	253,400
Previous week.....	216,100
Year ago.....	136,500

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$16.10	\$17.57	\$10.80	\$18.80
Previous week.....	16.10	17.74	10.00	15.80
Cor. week, 1918.....	12.00	16.35	12.15	17.35
Cor. week, 1917.....	10.05	10.60	9.75	13.70
Cor. week, 1916.....	8.55	7.00	7.05	10.40
Cor. week, 1915.....	8.20	6.80	5.80	8.30
Cor. week, 1914.....	8.80	8.25	5.50	7.95
Cor. week, 1913.....	7.85	7.38	5.50	8.75
Cor. week, 1912.....	6.90	6.20	4.40	6.60

## CATTLE.

Choice to prime steers.....	\$18.50@20.00
Good to choice steers.....	17.50@18.50
Medium to good steers.....	15.00@17.50
Plain to medium steers.....	9.00@15.00
Yearlings, fair to choice.....	13.00@19.50
Stockers and feeders.....	7.00@12.25
Good to prime cows.....	9.50@12.75
Fair to prime heifers.....	9.00@14.75
Fair to good cows.....	7.50@9.50
Canners.....	6.60@7.00
Cutters.....	6.90@7.50
Bologna bulls.....	8.50@9.00
Butcher bulls.....	9.00@11.00
Veal calves.....	16.00@17.25

## HOGS.

Fair to choice light hogs.....	\$17.25@17.55
Choice to light butchers.....	17.50@17.60
Medium weight butchers, 226-260 lbs.....	17.55@17.65

Heavy butchers, 270-350 lbs.....	17.50@17.60
Mixed packing.....	17.00@17.50
Heavy packing.....	16.75@17.00
Rough packing.....	16.40@16.70
Pigs, fair to good.....	15.00@15.50
Stags (subject to 70 lbs. dockage).....	15.25@16.25

## SHEEP.

Western lambs.....	\$14.50@16.75
Native lambs, good to choice.....	14.00@16.50
Yearlings.....	12.00@14.35
Wethers, good to choice.....	9.00@11.75
Ewes, fair to choice.....	8.00@10.50

## CHICAGO PROVISION MARKETS

## Range of Prices.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	46.25	46.25	45.95	45.95
May.....	42.35	42.35	41.35	41.47
LARD—(Per 100 lbs.)—				
January.....	23.45	23.45	23.30	23.42
May.....	23.80	23.85	23.37	23.57
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.40	24.40	24.32	24.70
May.....	23.30	23.35	22.87	22.87

## MONDAY, JANUARY 13, 1919.

PORK—(Per bbl.)—				
January.....	46.25	46.25	45.95	45.95
May.....	40.50	40.60	40.47	40.47
LARD—(Per 100 lbs.)—				
January.....	23.60	23.60	23.50	23.50
May.....	23.45	23.65	23.45	23.50
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.40	24.40	24.32	24.32
May.....	22.50	22.70	22.40	22.40

## TUESDAY, JANUARY 14, 1919.

PORK—(Per bbl.)—				
January.....	45.50	45.75	45.25	45.25
May.....	41.00	41.20	39.47	39.47
LARD—(Per 100 lbs.)—				
January.....	23.90	23.90	23.60	23.75
May.....	23.55	23.92	23.40	23.57
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.32	24.50	24.32	24.50
May.....	22.35	22.85	21.90	21.92

## WEDNESDAY, JANUARY 15, 1919.

PORK—(Per bbl.)—				
January.....	46.00	46.25	45.50	45.50
May.....	40.00	40.25	39.50	40.20
LARD—(Per 100 lbs.)—				
January.....	23.85	23.85	23.72	23.77
May.....	23.80	23.85	23.00	23.77
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.60	24.60	24.42	24.42
May.....	22.25	22.35	22.00	22.22

## THURSDAY, JANUARY 16, 1919.

PORK—(Per bbl.)—				
January.....	46.25	46.25	46.25	46.25
May.....	39.70	40.95	39.70	40.30
LARD—(Per 100 lbs.)—				
January.....	23.70	23.70	23.70	23.70
May.....	23.70	23.70	23.70	23.70
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.60	24.60	24.60	24.75
May.....	22.10	22.60	22.10	22.20

## FRIDAY, JANUARY 17, 1919.

PORK—(Per bbl.)—				
January.....	40.50	40.55	40.40	40.55
May.....	40.50	40.55	40.40	40.55
LARD—(Per 100 lbs.)—				
January.....	23.70	23.75	23.70	23.75
May.....	23.80	23.80	23.70	23.75
RIBS—(Boxed, 25c. more than loose)—				
January.....	22.47	22.57	22.32	22.47
May.....	22.47	22.57	22.32	22.47

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	38	445
Native Sirloin Steaks.....	40	445
Native Porterhouse Steaks.....	40	450
Native Pot Roasts.....	25	380
Rib Roasts from light cattle.....	25	380
Beef Stew.....	18	226
Boneless Corned Briskets, Native.....	28	330
Corned Rumps, Native.....	25	330
Corned Ribs.....	20	222
Corned Flanks.....	20	222
Round Steaks.....	28	336
Round Roasts.....	25	330
Shoulder Roasts.....	25	326
Shoulder Neck End, Trimmed.....	22	226

## Lamb.

Hind Quarters, fancy.....	35	338
Fore Quarters, fancy.....	28	332
Legs, fancy.....	35	338
Stew.....	20	225
Chops, shoulder, per lb.....	30	332
Chops, rib and loin, per lb.....	40	415
Chops, French, each.....	40	415

## Mutton.

Legs.....	22	225
Shoulders.....	16	218
Shoulder Steaks.....	24	235
Hind Quarters.....	25	228
Fore Quarters.....	18	222
Rib and Loin Chops.....	30	335
Shoulder Chops.....	25	228

## Pork.

Pork Loin.....	35	338
Pork Chops.....	38	440
Pork Shoulders.....	30	330
Pork Tenderloins.....	30	345
Pork Butts.....	35	335
Spare Ribs.....	22	222
Hocks.....	20	220
Pigs' Heads.....	18	218
Leaf Lard.....	30	330

## Veal.

Hind Quarters.....	28	332
Fore Quarters.....	20	225
Legs.....	28	332
Breasts.....	25	228
Shoulder.....	25	228
Cutlets.....	25	228
Rib and Loin Chops.....	35	440

## Butchers' Offal.

Suet.....	18	218
Tallow.....	7	217
Bones, per cwt.....	14	214
Calfskins, 8 to 15 lbs.....	36	236
Calfskins, under 18 lbs. (decrease).....	75	275
Kips.....	20	220
Heavy calves.....	12.00@16.00	
Veal calves.....	20.00@23.00	

## POELS &amp; BREWSTER, Inc.

Produce Exchange Bldg., New York

Import Agents

Hides, Skins, Pickled Pelts,  
Wool, Tallow and Casings

## The Horn &amp; Supply Co.

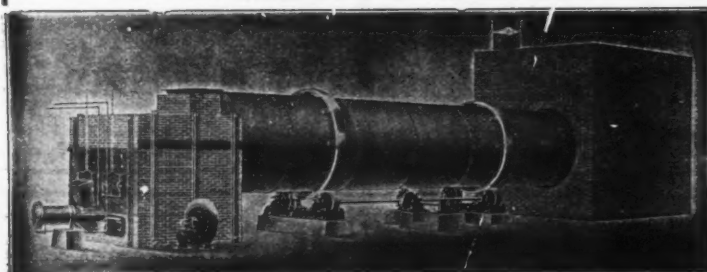
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Dealers in

Horns, Hoofs, Horn Tips and Waste.  
Manufacturers of  
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Watch Page 48 for Business Chances

## DRYERS AND CONTINUOUS PRESSES

Economical—Efficient  
—Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL  
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For Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the  
world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.  
68 William St. - - New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	27 @ 28
Good native steers	24 @ 25
Native steers, medium	20 @ 21
Heifers, good	17 @ 18
Cows	15 @ 16
Hind Quarters, choice	33 @ 34
Fore Quarters, choice	31 @ 32
Beef Cuts.	
Beef Tenderloins, No. 1	45 @ 46
Beef Tenderloins, No. 2	42 @ 43
Steer Loins, No. 1	48 @ 49
Steer Loins, No. 2	40 @ 41
Steer Short Loin, No. 1	50 @ 51
Steer Short Loin, No. 2	51 @ 52
Steer Loin Ends (hips)	32 @ 33
Steer Loin Ends, No. 2	30 @ 31
Cow Short Loin	25 @ 26
Cow Loin Ends (hips)	23 @ 24
Cow Loin	18 @ 19
Strip Loin, No. 3	24 @ 25
Strip Loin, No. 1	17 @ 18
Steer Ribs, No. 1	38 @ 39
Steer Ribs, No. 2	35 @ 36
Cow Ribs, No. 1	23 @ 24
Cow Ribs, No. 2	20 @ 21
Cow Ribs, No. 3	17 @ 18
Rolls	25 @ 26
Steer Rounds, No. 1	22 @ 23
Steer Rounds, No. 2	22 @ 23
Cow Rounds	16 @ 17
Flank Steak	26 @ 27
Rump Butts	17 @ 18
Steer Chucks, No. 1	21 @ 22
Steer Chucks, No. 2	20 @ 21
Cow Chucks	15 @ 16
Boneless Chucks	19 @ 20
Steer Plates	18 @ 19
Medium Plates	17 @ 18
Briquets, No. 1	20 @ 21
Briquets, No. 2	17 @ 18
Shoulder Clods	24 @ 25
Steer Navel Ends	18 @ 19
Cow Navel Ends	13 @ 14
Fore Shanks	10 @ 11
Hind Shanks	8 @ 9
Hanging Tenderloins	20 @ 21
Trimnings	17 @ 18

## Beef Product.

Brains, per lb.	8 1/2 @ 10 1/2
Hearts	9 @ 10
Tongues	19 @ 24
Sweetbreads	31 @ 35
Ox Tail, per lb.	8 1/2 @ 9 1/2
Fresh tripe, plain	7 @ 8
Fresh tripe, H. C.	9 @ 9 1/2
Livers	8 1/2 @ 10
Kidneys, per lb.	6 1/2 @ 7

## Veal.

Heavy Carcass	15 @ 18 1/2
Light Carcass	20 @ 22
Good Carcass	23 @ 25
Good Saddles	31 @ 32
Medium Hacks	12 @ 13
Good Racks	20 @ 22

## Veal Product.

Brains, each	9 @ 10
Sweetbreads	35 @ 45
Calif Livers	23 1/2 @ 32

## Lamb.

Medium Lambs	26 @ 28
Round Dressed Lambs	28 @ 30
Saddles, Medium	30 @ 32
R. D. Lamb Fores	24 @ 26
Lamb Fores, Medium	32 @ 34
R. D. Lamb Saddles	32 @ 34
Lamb Fries, per lb.	10 @ 12
Lamb Tongues, each	4 @ 5
Lamb Kidneys, per lb.	2 @ 3

## Mutton.

Medium Sheep	18 @ 20
Good Sheep	21 @ 23
Medium Saddles	24 @ 26
Good Saddles	26 @ 28
Good Fores	16 @ 18
Medium Racks	14 @ 16
Mutton Legs	28 @ 30
Mutton Loins	22 @ 24
Mutton Stew	10 @ 12
Sheep Tongues, each	4 @ 5
Sheep Heads, each	11 1/2 @ 12

## Fresh Pork, Etc.

Dressed Hogs	26 @ 28 1/2
Pork Loins	27 @ 29
Leaf Lard	24 @ 26
Tenderloins	37 @ 39
Spare Ribs	15 1/2 @ 17 1/2
Butts	24 1/2 @ 26 1/2
Hocks	16 @ 18
Trimnings	22 @ 24
Extra Lean Trimmings	13 @ 15
Tails	8 @ 10
Snouts	6 @ 8
Pigs' Feet	6 @ 8
Pigs' Heads	13 1/2 @ 15 1/2
Blade Bones	9 @ 11
Blade Meat	18 @ 20
Cheek Meat	5 @ 6
Hog Livers, per lb.	5 @ 6 1/2
Neck Bones	24 @ 26
Skinned Shoulders	9 1/2 @ 10 1/2
Pork Hearts	8 1/2 @ 9 1/2
Pork Kidneys, per lb.	20 @ 22
Pork Tongues	9 @ 10
Silp Bones	11 @ 12
Tail Bones	21 @ 23
Brains	24 @ 26
Backfat	21 @ 23
Hams	24 @ 26
Calas	24 @ 26
Bellies	42 @ 44

## SAUSAGE.

Columbia Cloth Bologna	@ 19
Bologna, large, long, round, in casings	@ 18
Choice Bologna	@ 19
Frankfurters	@ 23
Liver, with beef and pork	@ 18
Tongue and blood	@ 23
Minced Sausage	@ 19 1/2
New England Style Luncheon Sausage	@ 21
Prepared Luncheon Sausage	@ 21 1/2
Special Compressed Sausage	@ 20 1/2
Liberty Luncheon Sausage (Berliner)	@ 44 1/2
Oxford Lean Butts	@ 23
Pollak Sausage	@ 21 1/2
Garlic Sausage	@ 20 1/2
Country Smoked Sausage	@ 21 1/2
Country Sausage, fresh	@ 18
Pork Sausage, bulk or link	@ 18 1/2
Pork Sausage, short link	@ 21 1/2
Boneless lean butts in casings	@ 21
Luncheon Roll	@ 21 1/2
Delicatessen Loaf	@ 21
Jellied Roll	@ 21

## Summer Sausage.

D'Arles, new goods	@ 37 1/2
Beef casing salami	@ 41 1/2
Italian salami (new goods)	@ 29 1/2
Holsteiner	@ 30 1/2
Metwurst	@ 35 1/2
Farmer	@ 43 1/2
Cervelat, new	@ 43 1/2

## Sausage in Brine.

Bologna, kits	@ 1.85
Bologna, 1/2 @ 3/4	3.20 @ 11.20
Pork, link, kits	@ 2.55
Pork, link, 1/2 @ 3/4	4.20 @ 14.70
Pollak sausage, kits	@ 2.50
Pollak sausage, 1/2 @ 3/4	4.10 @ 14.35
Frankfurters, kits	@ 2.30
Frankfurters, 1/2 @ 3/4	3.80 @ 13.30
Blood sausage, kits	@ 1.65
Blood sausage, 1/2 @ 3/4	2.70 @ 9.45
Liver sausage, kits	@ 1.80
Liver sausage, 1/2 @ 3/4	3.00 @ 10.50
Head cheese, kits	@ 3.10 @ 10.85
Head cheese, 1/2 @ 3/4	3.10 @ 10.85

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 337-lb. barrels	\$16.75
Pickled Plain Tripe, in 200-lb. barrels	14.30
Pickled H. C. Tripe, in 200-lb. barrels	17.00
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Snouts, in 200-lb. barrels	—
Sheep Tongues, short cut, barrels	70.50

## CANNED MEATS.

Per doz.	
Corned and roast beef, No. 1	4.25
Corned and roast beef, No. 2	8.25
Corned and roast beef, No. 6	32.00
Corned beef hash, No. 1	—
Corned beef hash, No. 2	—
Hamburger steak and onions, No. 1	—
Hamburger steak and onions, No. 2	—
Vienna Sausage, No. 1	—
Vienna Sausage, No. 2	—

## EXTRACT OF BEEF.

Per doz.	
2-oz. jars, 1 doz. in case	\$3.50
4-oz. jars, 1 doz. in case	6.75
8-oz. jars, 1/2 doz. in case	12.00
16-oz. jars, 1/2 doz. in case	21.00

## BARELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 41.00
Plate beef	@ 40.00
Prime Mess Beef	@ 41.00
Mess Beef	@ 40.00
Beef Hams (220 lbs. to bbl.)	—
Rump Butts	@ 41.00
Mess Pork	@ 53.00
Clear Fat Backs	@ 52.00
Family Back Pork	@ 52.00
Bean Pork	@ 44.00

## LARD.

Pure lard, kettle rendered, per lb., tes.	@ 27 1/2
Pure lard	@ 26 1/2
Lard, substitute, tes.	@ 24 1/2
Lard compounds	@ 24 1/2
Cooking oil, per gal., in barrels	@ 22 1/2
Cooks' and bakers' shortening	@ 26 1/2
Barrels, 1/2 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.	—

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	29 1/2 @ 31
Cartons, rolls or prints, 1 lb.	32 @ 34
Cartons, rolls or prints, 2 @ 5 lbs.	33 1/2 @ 35 1/2
Shortenings, 30 @ 60 lb. tubs	26 @ 28
Nut margarine, prints, 1 lb.	30 @ 31

## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 33.25
Clear Bellies, 18 @ 20 avg.	@ 32.75
Rib Bellies, 20 @ 25 avg.	@ 32.25
Fat Backs, 10 @ 12 avg.	@ 24.25
Fat Backs, 12 @ 14 avg.	@ 24.75
Fat Backs, 14 @ 16 avg.	@ 25.25
Extra Short Cleats	@ 28.00
Extra Short Ribs	@ 28.25
Butts	@ 22.00

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 35 1/2
Hams, 16 lbs., avg.	@ 35
Skinned Hams	@ 36 1/2
Calas, 4 @ 6 lbs., avg.	@ 27 1/2
Calas, 6 @ 12 lbs., avg.	@ 26 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@ 27
Breakfast Bacon, fancy	@ 50 1/2
Dried Beef Sets	@ 42 1/2
Wide, 12 @ 14 avg., and strip, 6 @ 7 avg.	@ 36 1/2
Wide, 5 @ 6 avg., and strip, 3 @ 4 avg.	@ 40 1/2
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	@ 34 1/2
Dried Beef Insides	@ 43 1/2
Dried Beef Knuckles	@ 41 1/2

Dried Beef Outsides	@ 41 1/2
Skinned Balled Hams	@ 52
Regular Balled Hams	@ 51
Balled Calas	@ 34
Cooked Loin Rolls	@ 48
Cooked Rolled Shoulder	@ 34

## SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set	@ 14
Beef export rounds	@ 13
Beef middles, per set	@ 30
Beef bungs, per piece	@ 15
Beef weasands	@ 8 1/2
Beef bladders, medium	@ 20
Beef bladders, small, per doz.	@ 38
Hog casings, free of salt, regular	@ 1.40
Hog casings, f. o. s., extra narrow	@ 1.60
Hog middles, per set	@ 20
Hog bungs, export	@ 21
Hog bungs, large	@ 15
Hog bungs, medium	@ 11
Hog bungs, narrow	@ 7
Hog stomachs, per piece	@ 10
Imported wide sheep casings	—
Imported medium wide sheep casings	—
Imported medium sheep casings	—

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## FERTILIZERS.

Dried blood, per unit	6.10 @ 6.15
Hoof meal, per unit	5.50 @ 5.60
Concentrated tankage, ground	5.60 @ 5.75
Ground tankage, 11%	5.85 @ 5.95
Ground tankage, 9 and 20%	5.65 @ 5.75
Crushed tankage, 9 and 20%	4.00 @ 4.25
Ground tankage, 6 1/2 and 30%	39.00 @ 40.00
Ground raw bone, per ton	35.00 @ 39.00
Ground steam bone, per ton	28.00 @ 30.00

## HORNS, HOOF AND BONES.

Horns, No. 1, per ton	245.00 @ 255.00
Hoofs, black, per ton	85.00 @ 75.00
Hoofs, striped, per ton	85.00 @ 75.00
Hoofs, white, per ton	80.00 @ 85.00
Flat shin bones, 40 lbs. av. per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs., av. per ton	70.00 @ 75.00
Round shin bones, 50-52 lbs., av. per ton	80.00 @ 85.00
Long thigh bones, 90-95 lbs., av. per ton	145.00 @ 150.00
Skulls, jaws and knuckles, per ton	45.00 @ 50.00

## LARD.

Prime steam, cash	@ 23.75
Prime steam, loose	@ 22.75
Leaf	@ 22.50
Compound	22.50 @ 23.00
Neutral lard	27.50 @ 28.00

## STEARINES.

Prime oleo	14 1/2 @ 15
Tallow	@ 13
Grease, yellow, loose	@ 9 1/2
Grease, A white, loose	@ 12 1/2

## OILS.

Oleo oil, extra	31 @ 31 1/2
Oleo oil, No. 2	29 @ 29 1/2
Oleo stock	24 @ 24 1/2
Linseed, loose, per gal.	@ 1.47
Corn oil, loose	13 1/2 @ 14
Soya bean oil, seller tank, f. o. b. coast	13 1/2 @ 14

## TALLOW.

Edible	12 1/2 @ 12 1/2
Prime country	12 @ 12
Packers' prime, loose	10 1/2 @ 10 1/2
Packers' No. 1, loose	9 1/2 @ 9 1/2
Packers' No. 2	7 1/2 @ 7 1/2

## GREASES.

White, choice	11 1/2 @ 12
White, "A"	10 1/2 @ 11
White, "B"	10 @ 10 1/2
Bone, naphtha-extracted	7 @ 7 1/2
Crackling	@ 9 1/2
House	7 1/2 @ 8
Yellow	7 @ 7 1/2
Brown	6 1/2 @ 6 1/2
Pigs' foot grease	11 1/2 @ 12 1/2
Garbage grease, loose	@ 7
Glycerine, C. P.	19 @ 20
Glycerine, dynamite	16 @ 17
Glycerine, crude soap	9 @ 10
Glycerine, candle	nom @ 12

## COTTONSEED OILS.

P. S. Y., loose, Chicago	19 1/2 @ 20
P. S. Y., soap grade, f. o. b. Texas, nom.	19 @ 19 1/2
Soap stock, bbls. concn., 62 @ 65 f. a. Chgo.	7 1/2 @ 7 1/2
Soap stock, loose, reg., 5% f. a. Tex.	3 1/2 @ 3 1/2

## COOPERAGE.

Ash pork barrels, black iron hoops	2.15 @ 2.20
Oak Pork barrels, black iron hoops	2.25 @ 2.30
Ash pork barrels, galv. iron hoops	2.35 @ 2.40
Red oak lard tierces	3.25 @ 3.35
White oak lard tierces	3.40 @ 3.50
White oak ham tierces	@ 4.00

## CURING MATERIALS.

Refined saltpetre, granulated, bbls.	@ 26
Refined saltpetre, crystals, bbls.	@ 27 1/2
Double refined nitrate of soda, gran., f. a. b.	—
N. Y. & S. F.	@ 6 1/2
Double refined nitrate of soda, crystals	@ 7 1/2
Boric acid, crystals to powdered	13 1/4 @ 15
Borax, crystals to powdered	7 1/4 @ 8 1/2
Sugar	—
White, clarified	@ 8.85
Yellow, clarified	@ 8.70
Plantain, granulated	@ —
F. o. b. New Orleans. Less 2 per cent.	—

Salt—	
Ashton, in sacks, 224 lbs.	—
Ashton, car lots, per sack	—
English packing, T. H. & Co., car lots, per sack	—
English packing, Cheshire, car lots, per sack	—
English packing, pure dried, vacuum, per sack	—
English packing, Liverpool ground alum, per sack	—
Michigan, granulated, car lots, per ton	8.35
Michigan, medium car lots, per ton	9.35
Prices f. o. b. Chicago.	—
*Stocks exhausted.	—

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS.

### Ten Plus Ten Commandments for the Retail Dealer

By a Veteran Retailer.

The Retail Merchants' Association of a Southern City has formulated ten commandments, to be observed by all its members. They are:

1. Confine your purchases to as few houses as possible.
2. Do not overbuy.
3. Take all discounts and pay bills when due.
4. Keep an accurate set of books—a stock, cash, expense and daily sales record.
5. Carry enough insurance.
6. Make accurate reports to the commercial agencies and answer all letters.
7. Keep a clean, sanitary and well-arranged store.
8. Do as much business as possible.
9. Do not make unjust claims.
10. Live within your means.

To these might be added another ten, especially applicable to retail butchers, as follows:

1. Consider the temptations of employees who handle money.
2. Lead them not into temptation by being on the job yourself.
3. Keep your windows clean and make them successful silent salesmen. It pays.
4. Do a cash business.
5. Charge a nickel for each delivery under 50 cents. Better still: Don't deliver.
6. Set your clerks a good example of cleanliness and courtesy. The attitude taken by the boss is reflected in them.
7. Remember the customer is always right. Even if she's wrong, she's right. There's no room for argument.
8. Remember that a business that is standing still is going backward.
9. Your customers are paying you a compliment by coming to you with their money. Show them that you appreciate it.
10. It pays to make polite suggestions. That does not mean talking customers to death, or giving advice—there's a difference.

If every boy, when he started his business career, would follow these suggestions, there would be more successful business men, as early training is never forgotten.

In England, when a boy starts out in life he must have a regular and systematic training, which embraces commercial arithmetic, including the metric system of weights and measures; preparation of bills and invoices; the weighing and wrapping of all commodities, severally and in parcels, for the customer's convenience; the correct method of handling customers, and the practice of salesmanship; the knowledge of all commodities in their origin, markets, qualities and prices, and their preparation for sale.

If in the grocery and provision business he must learn the judging, blending and preparation for sale of tea; the judging, blending and roasting of coffee; the buying, pricing, receiving, packing away, care of and ar-

rangements of all stock in warehouse and shop; window dressing and shop dressing.

The care of the provision and meat department is included, particularly the cutting, pricing, showing and selling of hams, bacon, cheese and fresh meats. The application of bookkeeping to the business of a grocer and meat dealer, and everything else that pertains to these trades, comes in his course of study.

The American boy in the average meat and grocery store gets no training at all. He's a sort of "scrub," and is not regarded as a learner, but just a worker. If he's bright and willing, he'll gradually learn the business from the bottom up, starting by carrying the basket, cleaning up, picking the fat, and driving the wagon.

As he advances a bit he learns to put up the orders which he solicits each day, then he gradually learns to wait on small trade, such as weighing up a pound of coffee, slicing bacon, or measuring out vegetables.

And so he gradually picks up here a bit and there a bit of knowledge, with no help from the boss, who half the time doesn't know the business himself. This training is spasmodic, with no system.

There is no question which boy will be the better business man. In England the business is regarded almost as a profession, while in this country it is the business everybody goes into when they fail in almost everything else.

By this is not meant the meat business in itself, but the grocery business with provisions and a little fresh meat as a side line. There are thousands of such stores throughout the country in the small cities and villages, where the town grocer makes a bare living by handling almost everything from safety pins to cider, and from country sausage to calico; where the open cracker barrel is his only advertisement, and where the boss plays checkers with the sheriff while some child is waiting to be served with a jug o'lasses or a half pound of sow belly.

The high prices of all foodstuffs are gradually eliminating this kind of business man. But they are still to be found. They live in the past, but are gradually waking up to the fact that even a small store in a small town must have a system, and cleanliness, and must do business as it should

### Retail Market Advertising

A series of articles on the subject of Advertising the Retail Market will begin shortly on this page. They are written by a practical meat man who has traveled the country over, and knows what he is talking about. They will be worth watching for.

be done. And they are commencing to obey commandments Nos. 4 and 7, at least. They are gradually "getting there." L. A.

### LOCAL AND PERSONAL

The City Market Co., Des Moines, Iowa, has opened its new market at this point.

Moses P. Hayes, 89 years old, died at his home, 525 University Avenue, S. E., Minneapolis, Minn. Mr. Hayes was born in Lemrick, Maine, and opened the first meat market in St. Anthony, Minn., in 1854.

After 38 years in the retail meat business, August Wehrle, proprietor of the meat market on Main Street, Thomaston, Conn., will retire. Arthur Wood and Floyd Griffin have purchased his market.

Fulton Market Co., Jamestown, N. Y., to deal in fish, meats and general products, has been incorporated with a capital stock of \$5,000 by E. C. and L. J. and P. O. Lovejoy.

Charles W. Rushin has purchased C. W. Roberts' meat market in Macon, Ga.

W. F. Gerlach has succeeded M. J. Gosa at the Cash & Carry Meat Market in Palmyra, Wisc.

At the annual meeting of the Retail Grocers and Meat Dealers Association, Grand Rapids, Mich., the following officers were elected: President, Paul Gezon; vice presidents, Peter Tamboer and J. M. DeVries; secretary, W. P. Workman; treasurer, Frank Kaminski.

The new retail market of Botz & Traugott on Huron Street, Berlin, Wisc., has been opened.

George Hosmer has bought George Hall's interest in the meat market at Windsor, Vt., known as the Chester Meat Market.

Joseph Scully has been succeeded in the meat business at Green Isle, Minn., by John Henkels.

The Canadian County Co-operative Store has opened a meat market at El Reno, Okla.

Charles Burden has purchased the City Meat Market in Nowata, Okla., from Walter Burden.

James Miller has purchased the meat market of the Shannon Grocery, Wagoner, Okla.

D. S. Sherman has opened a meat market at 126 South Fifth street, Salina, Kansas.

J. L. Goss has decided to close out his meat business in Goodland, Kas.

The Wendell Meat & Grocery Co. has succeeded to the business of T. J. Casey in Wendell, Ida.

G. S. Miller and Benjamin C. Randolph bought the Menke Meat Market at Fairmont, Minn.

H. J. Edinger has disposed of his meat business in Herreid, So. Dak. to John Addinger and John Riedlinger.

Lewis Bros. have sold their meat market at Wildrose, No. Dak. to Albert Kvalvik.

John Lund sold out his meat business in Grassston, Minn. to J. E. Frazier.

Stoyke & Co. sold their butcher business in Pine Island, Nebr. to Charles Shay.

A Mr. Thompson bought the Kodym meat market at North Hudson, Wisc.

Anton Fonti's meat market at Kenosha, Wisc., has been destroyed by fire.

P. H. Quigley has sold his meat market in Wabasha, Minn. to George Shaub.

Edward H. Harvey, a grocer and meat dealer of Tupper Lake, N. Y., has filed a petition in bankruptcy with liabilities of \$11,735 and assets of \$9,800.

Weller Brothers will open a new meat market on West Martin street, Martinsburg, W. Va.



**SAYS HOGS ARE CHEAP AT 17½c.****Market Critic Says Hog Products Are Selling Lower Than any other Meat**

(Special Letter to The National Provisioner from W. G. Press &amp; Co.)

Chicago, Jan. 15, 1919.—Hog receipts are again liberal. Headlines in market journals express their views by saying that the hog supply is in excess, of trade wants. As we view the future demand for hog products we treat the present liberal supply of hogs as a god-send, and the Government should be congratulated by the packers for encouraging the production of hogs up to its present supply. The packers have often found themselves in a position where the producers, to a certain extent, quit raising hogs. At this period of the year, which can properly be termed the harvest season for hogs, packers expect to accumulate a surplus supply of hog products to carry them through the period of scarce supplies that always follows the winter packing season.

The agitation regarding the meat food situation is focused on the hog only, and great stress is laid on the probability of whether the minimum price of 17½ cents for hogs is to be extended to February. The uncertainty regarding the maintaining of this price has created a weak situation in hog products and has also been an influence in depressing corn prices. If hogs are worth 17½c in the height of the packing season is there any reason why they should not be worth that much after the big receipts are in, if there be no special change in the meat demand situation?

Why should hog products be considered high and wonderment expressed at the establishing of a minimum price for hogs, when every other meat food is selling higher than hogs? You have only to look over the fence from the hog alley, where hogs are selling at 17½c a pound as an established minimum, to

find good quality cattle selling at 20c, and there has been no minimum price fixed for cattle at any time. Supply and demand are the only influences that regulate the cattle market. Lambs have ruled higher than hogs without any nursing.

Hog products, even with the great demand, are today selling lower than any other food commodity. Green hams are selling at 25c; rounds of beef at 30c, ribs of beef at 38c, loins of beef at 48c, and chucks of beef at 20c. That, to us, makes hams look pretty cheap, for there is more solid meat in hams than in any of the above mentioned cuts of beef. Pork shoulders are selling at 22c, lamb shoulders at 25c, beef shoulders or chucks at

25c. In fact, there is no part of the hog that is not cheaper than any other meat food, and we think the time not far off when a more intelligent view will be taken regarding the prices of hog products as compared to other meat food.

**NEW YORK LIVE STOCK**

WEEKLY RECEIPTS TO JANUARY 14, 1919.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City .....	5,201	2,752	13,811	11,808
New York .....	2,960	3,348	6,989	18,351
Central Union .....	2,871	912	7,163	1,231
Totals .....	11,032	7,012	32,963	31,390
Totals last week..	9,280	4,645	20,509	28,707



(From Photograph)

**This Little Rescued Refugee**

**W**HEN they found him, this little Vartan, he had been wandering for three years over mountains and deserts and desolate war-swept plains. He was so very little and so very tired. He was so hungry and he had been hungry so long. Almost all the time for three years. Day after day there was nothing—nothing—to eat.

He had no home, nobody to care when he was hungry and tired and wanted to be taken up in somebody's arms and rocked to sleep. Nobody to cry to, so he just kept on walking, with his tired little shoulders bent and his tired brown eyes on the ground.

He had no clothes. Only a ragged thing that had once been a garment, but couldn't any longer half cover

even his thin little body. And sometimes for long days and nights it had been so cold, so freezing cold.

He had no shoes. His thin, little bare feet were cut by stones, bruised and bleeding and so sore. He couldn't have walked on them much longer—when the American Relief Worker found him and gathered him up into the only comforting arms he had known for three endless years.

This little son of tortured Armenia was one of 400,000 homeless, hungry, unclothed babies in the desolated Near East. He has been found and saved. Only America stands between the others and the slow, awful tortures of death by starvation.

Your own beloved little folks are pattering along the safe home paths at your side. In their name, these little sons and daughters of the tragic Near East are crying to you "I'm hungry—I'm hungry. Help me."

17 cents a day will keep the breath of life in one of these little citizens of the Commonwealth of God. \$5 a month—\$60 a year. Won't you save at least one life?

Send Contributions to

CLEVELAND H. DODGE, Treasurer

**AMERICAN COMMITTEE FOR RELIEF IN THE NEAR EAST**

Formerly American Committee Armenian-Syrian Relief

One Madison Avenue, New York City

This Space Contributed by National Provisioner

**British Importers and Brokers**

want to talk to American manufacturers and exporters of foodstuffs and other products with a view to big business on C. I. F. terms.

Member of the firm will be here in January-February and will be glad to have communications and appointments.

Replies—"British Sales"

% GORDON &amp; GOTCH Pty., Ltd.

Aeolian Building

33 W. 42d St. New York

Every Dollar subscribed goes to the Relief Work

All expenses are privately met

All funds are cabled through the Department of State

All funds are distributed through U. S. Consuls or American Agencies

Our Government is prevented from giving aid

The Red Cross is not organized for Relief Work in these sections

**SALT** FOR ALL PURPOSES **INDEPENDENT SALT CO.**  
44 Whitehall St. NEW YORK

# New York Section

O. L. Helfrich of Swift & Company's cut meat department at Chicago was in New York this week.

H. A. Timmons, treasurer of Morris & Company, and T. B. Clothey of the glue department were visitors to New York this week.

Fred Lesser, the fat merchant, has equipped his new offices at No. 754 First avenue in a fashion that makes them among the finest of their kind in the city.

Swift & Company's sales of beef in New York City for the week ending Jan. 11th, 1919 averaged as follows: domestic beef, 20.91 cents per pound.

The strike of packinghouse teamsters in Jersey City was ended this week by an agreement to submit the differences to arbitration, and the men went back to work.

It was reported this week that a carload of whale meat from British Columbia was on its way to New York City, and had got as far as the St. Lawrence River when it was lost track of.

President Joseph Ryan, of the Cincinnati Abattoir Company, and general manager E. C. Merritt, of the Indianapolis Abattoir Company, were visitors to New York last week, looking after the interests of their business in this territory.

A branch provision house has been opened by H. Heilman and S. J. Levine, at No. 68 Little West 12th st., West Washington Market. This is a branch of the Westchester establishment. Mr. Heilman and Mr. Levine are experienced meat men and there is no doubt the new branch will be an immediate success.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending January 11, 1919, by the New York City Department of Health: Meat—Manhattan, 558 lbs.; Brooklyn, 17,334 lbs.; Bronx, 52 lbs.; total, 17,944 lbs. Horse Meat—Brooklyn, 4,305 lbs. Fish—Manhattan, 25 lbs. Poultry—Manhattan, 7,807 lbs.; Brooklyn, 9 lbs.; total, 7,816 lbs.

National President Charles Grismer of the United Master Butchers of America, who has been president of the Brooklyn Branch for several years, refused another re-election at the meeting last week, and the following officers were elected for the ensuing year: President, Albert Rosen; first vice president, Thomas Quigley; second vice president, William Schneider; treasurer, Joseph Lehner, corresponding secretary, John Hoffman; recording secretary, William Helling, warden, John Hildemann.

An interesting event last week was the announcement of the engagement of Miss Helen Simon, daughter of Jacob Simon, to Sam Bloomberg, who conducts a market at No. 1754 Third avenue. Jake Simon is one of the best known meat men in New York and

for many years has been associated with Simon Frank & Co. of West Washington Market, and proprietor of the chain of stores known throughout the city as the Southern Beef Co. Mr. Bloomberg is also an old-timer in the business, having conducted fine shops in various parts of the city for some years.

## FOOD BOARD "FAIR" MEAT PRICES.

The Federal Food Board in New York this week issues the following list of prices which it says the consumer should pay on a "cash and carry" basis at retail meat shops in New York City:

	Consumer should pay per lb.
Beef, hinds and ribs, good medium steers	44@48c
Sirloin steak	44@52c
Top round	46@50c
Bottom round	45@49c
Rib roast prime	36@40c
Rib roast chuck	42@46c
Whole top sirloin	46@50c
Cut top sirloin	31@34c
Beef, chucks, good medium steers—	
Chuck steak	35@41c
Whole cross rib	42@45c
Cut cross rib	31@34c
Stew beef	30@36c
Kosher chucks and plates, medium to choice steers—	
Soup meat	34@40c
Shoulder steak	36@42c
Beast trimmed	
Lamb (frozen)—	
Leg of lamb	37@39c
Loin chops (kidney out)	40@42c
Shoulder chops	34@36c
Rib chops	37@39c
Stew lamb	21@23c
Chuck steak	26@28c
Pork products—	
Smoked hams (unwrapped), 8-18 lbs.	41@42c
Smoked shoulders (picnics), 2½-7 lbs.	30@33c
Smoked bacon (unwrapped), sliced	52@53c
Pork chops (end)	39@41c
Pork chops (middle)	43@45c

## WERNER PRINTS WORK ON SALT

Charles J. Werner, vice president of the Independent Salt Company, and an authority in the salt field, has recently brought from the press a book on the history and description of the manufacture and milling of salt in New York state. It has always been the opinion of the author, shared by others, that the records should be preserved of an industry which has contributed so much to the growth of New York State, as the mining

and manufacture of salt has done. With this idea in mind he has, since his connection with the salt industry, discovered and collected a great amount of historical and descriptive data on the several mines and evaporating plants throughout the State. This information has been made into a narrative and divided into countries, prefaced by an introductory chapter giving a general view of the development of the industry and showing the relation of the different periods one to another.

The position of the author, an officer of a large selling company taking tonnage from almost all the plants in the State, puts him in a peculiarly fortunate position for the discovery and receipt of information, inasmuch as a friendly intercourse with the officers of the different companies operating throughout the State has enabled him to secure valuable particulars of the growth of their respective plants and of the industry in general. Only 100 numbered copies have been printed.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 16, 1919.—Latest quotations on chemical and soapmakers' supplies are as follows: 74 to 76 per cent. caustic soda, 3½@3¾c. lb.; 60 per cent. caustic soda, 3½c. lb.; 98 per cent. powdered caustic soda, 4½@4¾c. lb.; 48 per cent. carbonate of soda, 2½@2¾c. lb.; 58 per cent. carbonate of soda, 2¼@2½c. lb.; talc, 2¼@2½c. lb.; silic, \$16 @17 per 2,000 lbs.

Clarified palm oil in casks, nominal, 20@25c. lb.; yellow olive oil, \$3.75@4 gal.; Cohn coconut oil, 18½@19c. lb.; Ceylon coconut oil, 16¾@17¾c. lb.; cottonseed oil, \$1.57 @1.58 gal.; Soya bean oil, 16@16½c. lb.; corn oil, 17½@17¾c. lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.63@1.65 gal.

Prime city tallow, special, nominal, 11c. lb.; dynamite glycerine, nominal, 17@18c. lb.; saponified glycerine, nominal, 11@12c. lb.; crude soap glycerine, nominal, 10½c. lb.; chemically pure glycerine, nominal, 20c. lb.; prime packers' grease, 10½@11c. lb.

## WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

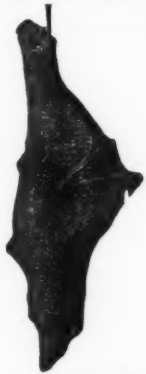
Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the United States Department of Agriculture:

WEDNESDAY, JANUARY 16, 1919.

Fresh beef, Western dressed:	Boston.	New York.	Philadelphia.	Washington.
Steers:				
Choice	\$27.00@28.00	\$27.00@28.00	\$29.00@30.00	\$.....
Good	26.00@27.00	25.00@27.00	25.00@27.00	26.00@27.00
Medium	23.00@24.00	22.00@25.00	23.00@24.00	22.00@24.00
Common	20.00@22.00	19.00@22.00	20.00@22.00	18.00@22.00
Cows:				
Good	20.00@21.00	21.00@22.00	21.00@23.00	20.00@22.00
Medium	17.00@17.50	18.00@21.00	20.00@21.00	16.00@18.00
Common	16.00@17.00	16.00@18.00	17.50@19.00	13.00@16.00
Bulls:				
Good	14.75@15.00	16.00@17.00	16.00@17.00	.....
Medium	14.00@14.50	15.00@16.00	15.00@16.00	.....
Common	.....	14.00@15.00	14.00@15.00	.....
Fresh lamb and mutton, Western dressed:				
Lambs:				
Choice	28.50@29.00	29.00@31.00	31.00@32.00	30.00@32.00
Good	28.00@28.50	28.00@29.00	29.00@30.00	28.00@29.00
Medium	27.00@28.00	27.00@28.00	28.00@29.00	.....
Common	25.00@26.00	.....	26.00@28.00	.....
Yearlings:				
Good	24.00@25.00	24.00@26.00	.....	.....
Medium	.....	21.00@23.00	22.00@24.00	.....
Common	.....	.....	20.00@22.00	.....
Mutton:				
Good	18.00@20.00	20.00@21.00	17.00@19.00	.....
Medium	16.00@17.00	19.00@20.00	.....	.....
Common	14.00@15.00	16.00@18.00	.....	.....

# HEARN West Fourteenth St., New York

## NO MEATS BUT EVERYTHING GROCERIES IN DRY GOODS LIQUORS AND APPAREL



### BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette  
Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES

WYNANTSKILL MFG. COMPANY  
TROY, N. Y.

We will be in the market for  
**HORNS**  
again in a few months. Please  
remember us if you have horns  
to offer.

NOYES COMB COMPANY  
Binghamton New York

DRYERS--EVAPORATORS--PRESSES  
RENDERING TANKS AND  
BY-PRODUCT MACHINERY  
THE AMERICAN BY-PRODUCT MACHINERY CO.  
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Type A Boiler,  
made in 3  
sizes. Shapes  
ham as shown  
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for sausage  
loaves, meat  
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### The Ham Containers Producing Perfect Boiled Hams

With great saving in shrinkage.

No string needed for tying the ham.

No cloth wrapper while boiling the ham.

Best shaped ham with excellent cut from  
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Best quality ham. It cooks in its own  
juice, thus retaining its flavor and nour-  
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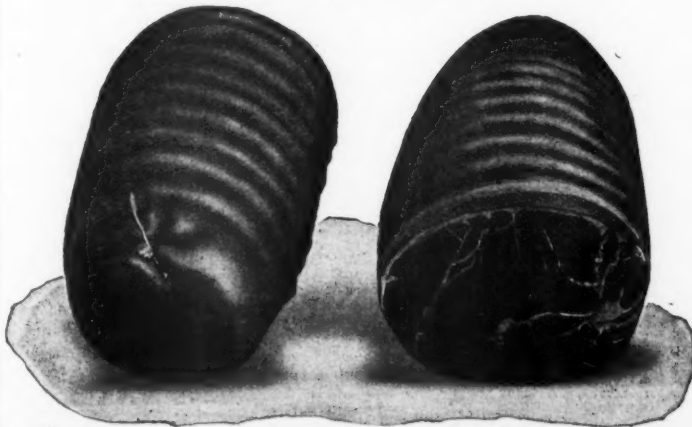
Holds together firmly under any condi-  
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Boilers—Made of cast aluminum. No  
rust spots. Always sanitary.

Based on simple common sense princi-  
ples, they can be worked by anybody.

Write for details to

The Ham Boiler Corporation  
640 Morris Park Ave.  
New York





# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to fairly prime	\$9.50@16.60
Oxen, ordinary	@ 9.50
Bulls	6.75@11.00
Cows	5.00@10.75

## LIVE CALVES.

Live calves, ordinary to prime	\$18.00@20.00
Live calves, barnyards	@ 7.00
Live calves, yearlings	@ 6.25
Live calves, fair Western	@ 10.40
Live calves, culls	13.00@15.00

## LIVE SHEEP AND LAMBS.

Live lambs, common to prime	\$14.50@16.75
Live lambs, culls	@ 13.00
Live lambs, yearlings	@ 6.25
Live sheep, ordinary to prime	7.00@10.00
Live sheep, culls	@ 5.50

## LIVE HOGS.

Hogs, heavy	@ 18.25
Hogs, medium	@ 18.25
Hogs, 140 lbs.	@ 18.00
Pigs	@ 17.50
Roughs	@ 15.75

## DRESSED BEEF.

Choice native heavy	@ 28
Choice native light	@ 27
Native, common to fair	@ 25

## WESTERN DRESSED BEEF.

Choice native heavy	@ 27
Choice native light	@ 26
Native, common to fair	@ 23
Choice Western, heavy	@ 25
Choice Western, light	@ 20
Common to fair Texas	@ 18
Good to choice helfers	@ 25
Common to fair helfers	@ 21
Choice cows	@ 22
Common to fair cows	@ 18
Fresh Bologna bulls	@ 17

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@ 37	@ 40
No. 2 ribs	@ 30	@ 36
No. 3 ribs	@ 24	@ 31
No. 1 loins	@ 37	@ 42
No. 2 loins	@ 30	@ 38
No. 3 loins	@ 24	@ 33
No. 1 hinds and ribs	@ 33	@ 38
No. 2 hinds and ribs	@ 30	@ 32
No. 3 hinds and ribs	@ 28	@ 29
No. 1 rounds	@ 24	@ 26
No. 2 rounds	@ 22	@ 25
No. 3 rounds	@ 20	@ 23
No. 1 chuck	@ 23	@ 24
No. 2 chuck	@ 20	@ 23
No. 3 chuck	@ 17	@ 22

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	@ 33
Veals, country dressed, per lb.	@ 32
Western, calves, choice	@ 27
Western, calves, fair to good	@ 23
Grassers and buttermilk	@ 16

## DRESSED HOGS.

Hogs, heavy	@ 26 1/2
Hogs, 180 lbs.	@ 25 1/2
Hogs, 160 lbs.	@ 24 1/2
Hogs, 140 lbs.	@ 24 1/2
Pigs	@ 25 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	@ 30
Lambs, choice	@ 28
Sheep, choice	@ 20
Sheep, medium to good	@ 20
Sheep, culls	@ 16

## PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs. avg.	@ 36 1/2
Smoked hams, 12 to 14 lbs. avg.	@ 36
Smoked hams, 14 to 16 lbs. avg.	@ 35
Smoked picnic, light	@ 27
Smoked picnic, heavy	@ 28 1/2
Smoked shoulders	@ 29
Smoked beef tongue, per lb.	@ 28
Smoked bacon (rib in)	@ 40
Dried beef sets	@ 42
Pickled bellies, heavy	@ 39

## FRESH PORK CUTS.

Fresh pork loins, city	@ 36
Fresh pork loins, Western	@ 35
Frozen pork loins	@ 33
Fresh pork tenderloins	@ 38
Frozen pork tenderloins	@ 38
Shoulders, city	@ 30
Shoulders, Western	@ 28
Butts, regular fresh Western	@ 30
Butts, boneless fresh Western	@ 34
Fresh hams, city	@ 35
Fresh hams, Western	@ 33
Fresh picnic hams, Western	@ 26

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	\$5.00@ 90.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	75.00@ 80.00
Black hooft, per ton	75.00@ 80.00
Striped hooft, per ton	75.00@ 80.00
White hooft, per ton	90.00@ 100.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.	150.00@ 160.00
Horns, avg. 7 1/2 oz. and over, No. 1's.	225.00@ 240.00
Horns, avg. 7 1/2 oz. and over, No. 2's.	150.00@ 175.00
Horns, avg. 7 1/2 oz. and over, No. 3's.	100.00@ 125.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd	@ 26c.	a pound
Fresh steer tongues, untrimmed	@ 20c.	a pound
Fresh cow tongues	@ 20c.	a pound
Calves' heads, scalded	@ 70c.	a piece
Sweetheads, real	@ 100c.	a pair
Sweetheads, beef	@ 40c.	a pound
Calves' livers	@ 35c.	a pound
Beef kidneys	@ 18c.	a pound
Mutton kidneys	@ 5c.	each
Livers, beef	@ 18c.	a pound
Oxtails	@ 16c.	a pound
Hearts, beef	@ 16c.	a pound
Rolls, beef	@ 26c.	a pound
Tenderloin beef, Western	@ 34c.	a pound
Lambs' fries	@ 12c.	a pair
Extra lean pork trimmings	@ 23c.	a pound

## BUTCHERS' FAT.

Ordinary shop fat	@ 4
Suet, fresh and heavy	@ 10
Shop bones, per cwt.	@ 35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	.
Sheep, imp., medium wide, per bundle	.
Sheep, imp., medium, per bundle	.
Sheep, imp., narrow, per bundle	.
Hog, free of salt, tes. or bbls., per lb., L. o. b. New York	@ 1.40
Hog, extra narrow, selected, per lb.	@ 1.00
Hog middles	@ .30
Hog bungs	@ .10
Beef rounds, domestic, per set, f. o. b. New York	@ 14
Beef rounds, export, per set, f. o. b. New York	@ 18
Beef bungs, piece, f. o. b. New York	@ 15
Beef middles, per set, f. o. b. New York	@ 35
Beef weasands, No. 1, each	@ 8 1/2
Beef weasands, No. 2, each	@ 4
Beef bladders, small, per doz.	@ 8 1/2

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	32	34
Pepper, Sing., black	25	27
Pepper, Penang, white	23	26
Pepper, red	23	26
Allspice	11	13
Cinnamon	10	12
Coriander	27	31
Cloves	45	50
Ginger	24	27
Mace	60	65

## CURING MATERIALS.

Refined saltpetre, granulated, bbls.	@ 27
Refined saltpetre, crystals, bbls.	@ 31
Double refined nitrate of soda, gran., f. o. b. N. Y. and N. F.	@ 7
Dunlap refined nitrate of soda, crystals	@ 6 1/2
Boric acid, crystals to powdered	13 1/2 @ 15
Borax, crystals to powdered	7 1/2 @ 8 1/2

## GREEN CALFSKINS.

No. 1 skins	@ .50
No. 2 skins	@ .48
No. 3 skins	@ .45
Branded skins	@ .33
Ticky skins	@ .33
No. 1 B. M. skins	@ .42
No. 2 B. M. skins	@ .40
No. 1, 9 1/4-12 1/4 lbs.	@ 5.00
No. 1, 9 1/4-12 1/4 lbs.	@ 4.50
No. 1 B. M., 9 1/4-12 1/4 lbs.	@ 4.00
No. 2 B. M., 9 1/4-12 1/4 lbs.	@ 3.50
Branded skins, 9 1/4-12 1/4 lbs.	@ 3.50
Ticky skins, 9 1/4-12 1/4 lbs.	@ 3.50
No. 1, 12 1/4-14 lbs.	@ 5.25
No. 2, 12 1/4-14 lbs.	@ 5.00
No. 1 B. M., 12 1/4-14 lbs.	@ 4.75
No. 2 B. M., 12 1/4-14 lbs.	@ 4.50
No. 1 kips, 14-18 lbs.	@ 5.50
No. 2 kips, 14-18 lbs.	@ 5.25
No. 1 B. M., 14-18 lbs.	@ 5.25
No. 2 B. M., 14-18 lbs.	@ 5.00
No. 1 heavy kips, 18 lbs. and over	@ 5.50
No. 2 heavy kips, 18 lbs. and over	@ 5.25
Branded kips	@ 4.50
Heavy branded kips	@ 4.75
Ticky kips	@ 4.25
Heavy ticky kips	@ 4.75
All skins must have tail bone cut.	

## DRESSED POULTRY.

Turkeys—Fresh, dry packed, boxes—	
Western, fancy, dry pickled	@ 44
Western, fancy, scalded	@ 43
Western, fair to good	@ 42
Turkeys—Fresh, dry packed, barrels—	
Western, dry pickled, choice young hens, per lb.	@ 44

Western, choice, young hens and toms, per lb.	@ 44
Western, choice young toms, per lb.	@ 44
Western, scalded, choice, per lb.	@ 43
Western, fair to prime, per lb.	@ 40
Western, inferior	@ 32
Western, old hens, per lb.	@ 41
Western, old toms, per lb.	@ 37
Ky. and Tenn., choice, per lb.	@ 42
Ky. and Tenn., fair to good	@ 37
Texas, fancy	@ 40
Texas, fair to good	@ 35

## FRESH CHICKENS.

Chickens—Fresh, dry-packed, 12 to box—	
Western, milk-fed, 17 lbs. to doz., per lb.	@ 42
Western, milk-fed, 18 to 24 lbs. to doz., lb.	@ 42
Western, corn-fed, 17 lbs. to doz., per lb.	@ 40
Western, corn-fed, 18 to 24 lbs. to doz., lb.	@ 40
Chickens—Fresh—Dry-packed, barrels—	
Val., milk fed, 5 to 6 lbs. to pair, per lb.	@ 38
Val., 8 lbs. and over to pair, per lb.	@ 35
Phila. and L. I., 2 to 4 lbs. to pair, per lb.	@ 36
Phila. and L. I., 8 lbs. and over to pair	@ 42
Pennsylvania and Md., mixed weights	@ 34
Penn. and Md., 8 lbs. and over to pair	@ 37
West'n, milk fed, 5 to 7 1/2 lbs. to pair	@ 33
West'n, milk fed, 8 lbs. and over to pair	@ 34
West'n, milk fed, 9 to 10 lbs. to pair	@ 35
West'n, corn fed, 5 to 7 1/2 lbs. to pair, per lb.	@ 30
West'n, corn fed, 8 lbs. and over to pair	@ 31
West'n, corn fed, 9 to 10 lbs. to pair	@ 33 1/2
Ohio and Michigan, 4 lbs. each	@ 33
Ohio and Michigan, small to med. sizes	@ 31
Other western, scalded, 4 lbs. each	@ 32
Other w'n scalded, med. to small sizes	@ 31
South'n, corn fed, barrels or kegs, per lb.	@ 32

## Other Poultry—

Squabs, prime, white, 10 lbs. to doz., per doz.	@ 10.00
Spring ducklings, Long Island, per lb.	@ 10.00

## Ducks—Fresh—Dry packed—

Wisconsin, fattened, per lb.	@ 38
Ohio and Michigan, prime, per lb.	@ 39
Other western, per lb.	@ 35

## Geese—Fresh—Dry packed—

Wisconsin, fattened, per lb.	@ 34
Ohio and Michigan, prime	@ 30
Other western, per lb.	@ 29

## Fowls—Fresh—Boxes—Dry packed, milk-fed—

Western, 60 lbs. and over to dozen	@ 36
Western, 48 to 56 lbs. to dozen	@ 35 1/2
Western, 43 to 47 lbs. to dozen	@ 34
Western, 36 to 42 lbs. to dozen	@ 32
Western, 30 to 35 lbs. to dozen	@ 31
Western, under 30 lbs. to dozen	@ 30

## Fowls—Fresh—dry packed—barrels

Western, 5 lbs. and over, per lb.	@ 35
Southwestern, dry-picked, mixed weights	@ 31

## Capons—

Philadelphia, 8 lbs. and over, each	@ 50
Philadelphia, 6 to 7 lbs. each	@ 45
Philadelphia, slips	@ 41

## Old Cocks—Fresh—Dry packed, barrels—

Dry-picked No. 1	@ 25
Scalded	@ 24

## LIVE POULTRY.

Chickens, fancy, via express, per lb.	@ 27
Young roosters, nearby	@ 27
Fowls, fancy	@ 35
Roosters, old	@ 22
Turkeys, via freight	@ 25
Geese	@ 25
Ducks, via freight	@ 25
Guineas, per pair	@ 70

## BUTTER.

Creamery (92 score)	@ 66 1/2
Creamery, higher (scoring 100)	@ 67 1/2
Creamery, firsts	@ 63 1/2
Process, extras	@ 53 1/2
Process, firsts	@ 51

## EGGS.

Fresh gathered, extras	@ 64
Fresh gathered, extra firsts	@ 63
Fresh gathered, firsts	@ 61
Fresh gathered, seconds	@ 60
Fresh checks, good to choice	@ 49

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	@ 32.00
Bone meal, raw, per ton	@ 42.00
Dried blood, high grade	@ 6.00
Nitrate of soda—spot	@ 4.43 1/2
Bone black, discard, sugar house del.	
New York	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia	6.00 and 10c.
Garbage tankage	@ 10.50
Fish scrap, dried, 11 p. e. ammonia and 15 p. e. bone phosphate, delivered, Baltimore	@ 10.50
Foreign fish guano, testing 18@14% ammonia and about 10% B. Phos.	
Wet, acidulated, 7 p. e. ammonia per ton, f. o. b. factory (85c. per unit available phos. acid)	
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%	@ 5.00
Sulphate ammonia, per 100 lbs. spot guar., 25%	@ 5.50

